



Devoted to the construction and operation of better grain handling plants.

In This Number:

- | | |
|--|--|
| Corn Refused; Who Pays? | Cincinnati Opposes Raise in Rates on Hay |
| Lower Prices Forecasted by Kansas College | Gluten Meal as a Source of Protein |
| Strife in North Dakota Pool | Commercial Feed Service |
| Tornado Takes Toll of Elevators | Another Misleading Official Crop Report |
| U. S. Feed Distributors Consider Withdrawing from National | "Tipster Sheet" Characteristics |
| Terminal Grain Weighmasters at Boston | Protecting Feed Formulas |
| The Tariff on Corn | Validity of Contract After Lapse of Time |
| Ten Wheat Sowing Essentials | Grain Dealers Nat'l Ass'n in Annual Convention at Boston |
| Alfred E. Smith Favors Compulsory Pooling | Government Report on Minor Crops |
| Chicago Board to Study Elevator Problem | Demand for Seed Wheat in Ohio |

The Organized Grain Trade

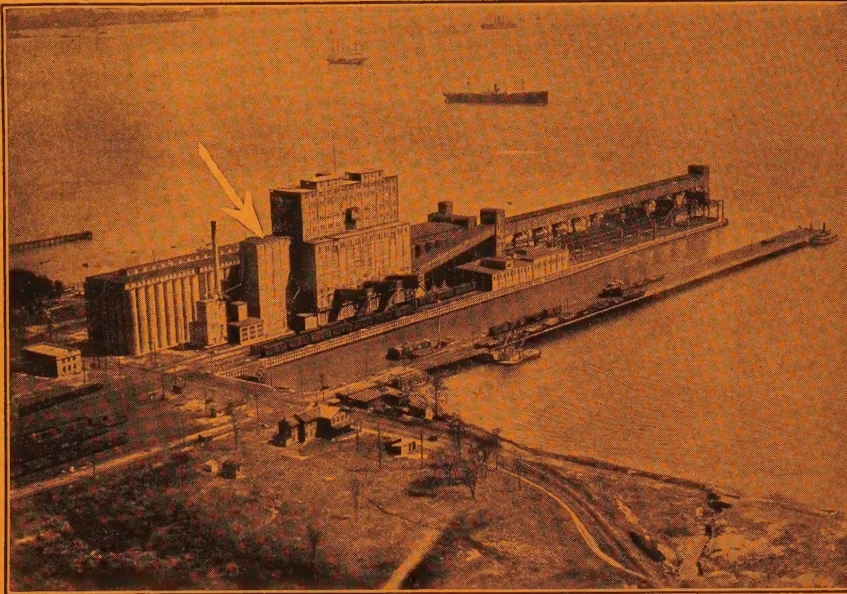
THE Grain Trade of the United States is meeting at Boston today upon the occasion of its thirty-second annual convention. These thirty-two years of our Association life cover a period of wonderful advance in all branches of commerce, and the grain trade, through the medium of this and sister organizations, has kept full step in the march of progress.

We serve our country in the distribution of grain. We take it from the producer and deliver it to the consumer, and during this generation of progress our method of distribution has so advanced that today there is no basic commodity upon which the cost of the distribution, including all the middleman's profits, is so low as in the case of grain.

This is a wonderful record and we should be proud to be grain dealers—to be identified with a trade which has evolved and operates under so efficient a system.

The Grain Dealers National Association has played a leading part in this marvellous development, and is proud of its splendid record—a record which is open to the inspection and criticism of everyone. A record in which there is no item of which we need to be ashamed.

—From the Annual Address of President C. D. Sturtevant before the Thirty-Second Annual Convention of the Grain Dealers National Association.



Eight 500 bushel Morris Automatic Driers

MORRIS Dust Collecting Automatic Grain Drier

Automatically regulates the flow of grain.

Every kernel gets the same uniform treatment.

Uses fresh air in both drier and cooler.

Strength of air current adjustable to provide maximum amount for any grain, light or heavy.

Removes and collects dust from drier building.

Only fresh air enters the drier house, thus ending the dust nuisance.

Prevents the danger of dust explosions and fire.

Write for complete data.

Everything for Every Mill and Elevator

The Strong-Scott Mfg Co.

Minneapolis Minn.

Great Falls Mont.

In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg



Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

AMARILLO, TEXAS.

Barefield Grain Co., grain, hay, field seeds.*
Beasley Grain Co., J. N., grain and seeds.*
Bennett & Co., Jas. E., grain, stocks, provisions.*
Great West Mill & Elev. Co., millers, grain dirs.*
Hardeman-King Co., millers and grain dealers.*
Henderson Grain Co., grain merchants.*
Kearns Grain & Seed Co., grain, field seeds.*
Stone, Lester, grain merchant.*
Strader Grain Co., U. S., grain, seed, feed.*

ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.*

BALTIMORE, MD.

Chamber of Commerce Members.
Beer & Co., Inc., E. H., grain, hay, seeds.*
Lederer Bros., grain receivers.*

BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.*
Hasenwinkle-Scholer Co., corn and oats.*

BLUFFTON, IND.

Studebaker Grain & Seed Co., grain, hay, seeds.*

BUFFALO, N. Y.

Corn Exchange Members.
Leeson Grain Co., Inc., consignments.*
McConnell Grain Corp., commission & brokerage.*
McKillen, Inc., J. G., consignments.*
Seymour-Wood Grain Co., consignments.*
Sunset Feed & Grain Co., Inc., feed and grain.*

CAIRO, ILL.

Board of Trade Members.
Thistlewood & Co., grain and hay.*

CEDAR RAPIDS, IOWA.

Piper Grain & Mfg. Co., recvrs. & shippers.*
Wilber-Murrell Grain Co., track buyers grain and seeds.*

CHICAGO, ILL.

Board of Trade Members.
Bailey & Co., E. W., grain commission merchants.*
Bennett & Co., Jas. E., grain, provisions, stocks.*
Bartlett-Frazier Co., grain merchants.*
Brennan & Co., John E., grain commission merchants.*
Carhart Code Harwood Co., grain commission.
Chicago Grain & Salvage Co., salvage grain.
Clement, Curtis & Co., members all exchanges.*
Cross, Roy, Eberhart & Harris, grain commission.*
Doern-Searritt-Hannah Co., commission merchants.*
Dole & Co., J. H., grain and seeds.*
Feehery & Co., E. J., consignments, grain to arrive.*
Harris, Winthrop & Co., grain commission.*
Hoit & Co., Lowell, commission, grain and seeds.
Hulburd, Warren & Chandler, stocks, bonds, grain, etc.*
Lamson Bros. & Co., consignments solicited.*
Logan & Bryan, grain, stocks, provisions.*
McKenna & Strasser, commission merchants.*
Norris Grain Co., grain merchants.*
Rumsey & Co., grain commission.*
Shaffer Grain Co., J. C., grain merchants.*
Stratton Grain Co., grain merchants.*

CHICKASHA, OKLA.

Goldsmith Grain Co., grain merchants.*

CINCINNATI, O.

Board of Trade Members.
Brown & Co., H. W., grain, hay, feeds.*
Cincinnati Grain & Hay Co., recvrs and shprs.*
Cleveland Grain & Mfg. Co., grain merchants.*
Curren Grain Co., commission.
De Molet Grain Co., receivers-shippers.*
Early & Daniel Co., recvrs-shprs, feed mfrs.*
Ferguson Bros., Inc., grain, hay, feeds.*
Fitzgerald Bros. Co., recvrs-shprs hay-grain.*
Granger & Co., Dan B., hay, grain recvrs-shprs.*
Mutual Commission Co., hay and grain.*
Rumsey & Company, commission merchants.*
Scholl Grain Co., receivers and shippers.*

CIRCLEVILLE, OHIO.

Reid, R. P., grain and feed broker.

CLEVELAND, O.

Grain & Hay Exchange Members.
Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.*
Cleveland Grain & Milling Co., The, recvrs. & shprs.*
Shepherd, Clark & Co., grain, feed, buckwheat.*

DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.*
Dal-Tex Grain Co., stock and poultry feed.*
Doggett Grain Co., wholesale grain.*
Finley, W. H., wholesale grain broker.

DANA, IND.

White, E. O., buyer of all grades salvage grain.

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*
Eight Elevator Co., grain merchants.*

DELPHOS, OHIO.

Garman Grain Co., The, transit, kiln dried corn.*

DENVER, COLO.

Grain Exchange Members.
Ady & Crowe Merc. Co., The, grain and hay.*
Conley-Ross Grain Co., The, grain and beans.*
Farmers Union M. & E. Co., millers, grain mchts.*
Houlton-Connell Grain Co., wholesale grain.*
Kellogg Grain Co., receivers and shippers.*
Rocky Mountain Grain Co., export and domestic grain.*

DES MOINES, IA.

Board of Trade Members.
Des Moines Elevator & Grain Co., corn and oats.*
Lockwood Grain, Inc., grain merchants.*

DETROIT, MICH.

Board of Trade Members.
Caughey Co., Frank T., grain merchants, feed mfrs.*
Blinn, Fred W., grain dealers.*

DODGE CITY, KANSAS.

Board of Trade Members.
Christopher & Co., B. C., consignments & futures.*
Isely Lbr. Co., The C. C., cane seed, wheat, kafir.*

DULUTH, MINN.

Barnes-Ames Co., grain merchants.*

ENID, OKLAHOMA.

Grain Exchange Members.
Enid Terminal Elevator Co., public storage.

FAIRBURY, NEBR.

Callaway, C. B., wholesale grain.*

FORT MORGAN, COLO.

Lieber Grain Co., export & mfg. wheat, coarse grain.*

FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.

FORT WORTH, TEX.

Grain and Cotton Exchange Members.
Bailey, Frank, corn, maize, oats, mill feeds.*
Bennett & Co., Jas. E., grain, stocks, provisions.*
Claiborne, H. L., mgr. J. S. Bache & Co., futures.*
Collins Grain Co., hay, grain, alfalfa meal.*
Dorsey Grain Co., strictly brokers, consignments.*
Exchange Commission Co., consignments, commission.*
Ft. Worth Elevators & Whsg. Co., public storage.*
Gladney Grain Co., consignments.*
Kimball Milling Co., grain merchants, pub. storage.*
Ralston Purina Co., of Texas, feed.*
Rogers Co., E. M., strictly bkg. and consignments.*
Simons Grain Co., J. A., Texas oats, sorg. specialists.*
Smith-Ingraham Grain Co., domestic, expt. consignments.*
Texas Grain & Seed Co., mlo, kafir, red oats.*
Tillery Grain & Com. Co., export, bkg. consgmts.*
Transit Grain & Com. Co., consignments, brokerage.*
Universal Mills "Superior Feeds."

GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.*
Jockusch, Julius W., grain exporter.*
Shaw, Thomas F., export grain.*

GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.*

GREEN BAY, WISC.

Calliari Brothers, grain, hay, mill feed.

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

HASTINGS, NEBR.

Howard, W. A., grain broker.

HOUSTON, TEXAS.

Merchant Exchange Members.
American Maid Flour Mills, mfg. gr., exporters.*
Bache & Co., J. S., stocks, bonds, all commodities.*
Green Grain Co., D. J., c/s meal.*
Rothschild Co., S., grain, c/s products, rice b/p.*
South Texas Grain Co., grain & feed.*

INDIANAPOLIS, IND.

Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.*
Boyd Grain Co., Bert A., strictly brokerage & com.*
Cleveland Grain & Milling Co., grain commission.*
Hart Bros. Grain Co., grain commission.*
Kinney Grain Co., H. E., receivers and shippers.*
Malbucher Grain Co., C. Wm., grain merchant.*
Montgomery Grain Co., F. M., receivers and shippers.*
Steinhart Grain Co., commission and brokerage.*
Witt, Frank A., grain commission and brokerage.*

KANSAS CITY, MO.

Board of Trade Members.

Bruce Bros. Grain Co., consignments.*
Christopher & Co., B. C., kafir, feterita, mlo.*
Davis Grain Co., A. C., grain commission.*
Davis-Hunt Grain Co., consignments, futures.*
Davis-Noland-Merrill Grain Co., grain mchts.*
Denton Grain Co., Oliver, consignments.*
Ernst Davis Commission Co., consignments.*
Lichtig & Co., H., kafir, mlo, screenings.*
Logan Bros.-Hart Grain Co., receivers and shippers.*
Mid-Continent Grain Co., grain merchants.*
Moore-Seaver Grain Co., grain receivers.*
Norris Grain Co., wheat, oats, barley, corn.*
Rocky Mountain Grain & Com. Co., consignments.*
Scouler-Bishop Grain Co., consignments.*
Shannon Grain Co., consignments.*
Uhlmann Grain Co., grain merchants.*
Urdike Grain Corp., consignments.*
Vanderslice-Lynds Co., consignments-futures.*
Wolcott & Lincoln, consignments, futures.*
Wilser Grain Co., consignments.*
Wyandotte Elevator Co., grain merchants.*

LANSING, MICH.

Chatterton & Son, Michigan grain, hay, beans.*
Ryon Grain Co., grain, beans, produce.*

LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Fd. Co., grain, mxd. & m. fd.*

LINCOLN, NEB.

Paul, J. M., Grain broker.*

LITTLE ROCK, ARK.

Grain Exchange Members.

Eggleston Co., brokers-handlers grain and hay.*
Farmer Co., E. L., brokers, grain and mill feed.*
Porbeck Bkg. Co., Geo. B., grain feed ingredients.*
Satterwhite Bkg. Co., grain, feedstuffs, grain products.*

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., recvrs., shippers of grain.*
Kentucky Public Elevator Co., storers and shippers.*
Thomson Elevator Co., grain dealers.*
Zorn & Co., S., receivers and shippers.*

MARYSVILLE, OHIO.

Scott & Sons Co., O. M., soy beans.

MEMPHIS, TENN.

Merchants Exchange Members.

Anderson, Embrey E., grain merchants.*
Buxton, E. E., broker and commission merchant.*

MILWAUKEE, WIS.

Chamber of Commerce Members.

Froedtert Grain & Maltng Co., recvrs. and shippers.*
Kamm Co., P. C., grain shippers.*
Rankin & Co., M. G., all feeds for mixing.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Archer-Daniels-Midland Co., grain dept.*
Cereal Grading Co., grain merchants.*
Davies Co., F. M., grain commission.*
Fraser-Smith Co., grain merchants.*
Hallet & Carey Co., grain merchants.*
Hiawatha Grain Co., screenings.*
McCaull-Dinsmore Co., grain merchants.*
McGuire Company, Arthur, shprs. b'wheat, m'oats.*
Scroggins Grain Co., grain merchants.*
Sheffield Elevator Co., shippers of grain.*
Stuhr-Seidl, shippers grain and feed.*

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.*
(Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

NEW YORK CITY

Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bkg.*

NORTH PLATTE, NEBR.

Leypoldt Co., D. M., whse. shprs. hay, seeds, gr. broks.

OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.*
Bennett & Co., Jas. E., grain, stocks, provisions.
Cowan Grain Co., grain, mill feed, seeds, hay.*
Hardeman-King Co., millers, grain dealers.*
Marshall-Masters Grain Co., gr., seeds, mill feeds, hay.
Mid-State Grain Co., The, grain & feed mchts.
Winters Grain Co., grain merchants.

OMAHA, NEBR.

Grain Exchange Members.

Butler-Welsh Grain Co., milling wheat and corn.*
Crowell Elevator Co., receivers, shippers.*
Lucke-Gibbs Grain Co., consignments.*
Scouler-Bishop Grain Co., wheat, corn, oats.*
Trans-Mississippi Grain Co., receivers and shippers.*
Updike Grain Co., milling wheat.*

PEORIA, ILL.

Board of Trade Members.

Bowen Grain Co., H. D., grain commission.
Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.
Luke Grain Co., grain commission.*
Miles, P. B. & C. C., grain commission.*
Turner Hudnut Co., receivers and shippers.*
Rumsey, Moore & Co., consignments.*

PHILADELPHIA, PA.

Commercial Exchange Members.

Markley, P. R., grain broker.*
Richardson, Geo. M., grain and feeds.*
Stites, A. Judson, grain and millfeed.*

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.*
McCague, Ltd., R. S., grain, hay.*
Stewart & Co., Jesse C., grain and mill feed.*
Walton Co., Sam'l, receivers and shippers.*

POCATELLO, IDAHO

Northern Grain Whse. & Mktg. Co., grain merchants.

PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

ST. JOSEPH, MO.

Grain Exchange Members.

Gordon Grain Co., grain commission.*

SALINA, KAN.

Branson Co., Ted, wheat, corn, oats, kafir, hay.*

SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.*

SPOKANE, WASH.

Boyd-Conlee Co., specialize in soft wheats.*

ST. LOUIS, MO.

Merchants Exchange Members.

Hall Grain Co., Marshall, grain merchants.*
Langenberg Bros. Grain Co., grain commission.*
Martin Grain Co., grain commission.*
Geo. C. Martin Co., grain commission.*
Morton & Co., grain commission.*

ST. LOUIS, MO. (Continued).

Nanson Commission Co., grain commission.*
Picker & Beardsley Com. Co., grain and grass seed.*
Schwarz Grain Co., receivers and shippers.*

SIDNEY, OHIO.

Chambers, V. E., wholesale grain.
Custenbolder & Co., E. T., buyers-sellers grain.*
Wells Co., The J. E., wholesale grain.*

SIOUX CITY, IA.

Board of Trade Members.

Western Terminal Elevator Co., receivers and shippers.*

TOLEDO, O.

Produce Exchange Members.

DeVore & Co., H. W., consignments and futures.*
C. A. King & Co., The, grain, seeds, cash, futures.*
Southworth & Co., grain and seeds.*
Wickenheiser & Co., John, grain receivers, shippers.*

TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.*

VAN WERT, OHIO.

Van Wert Grain Co., mixing, mlg. in transit.

WATERLOO, IOWA.

Waterloo Brokerage Co., brokers—grain & mill feed.*

WICHITA, KANS.

Board of Trade Members.

Adair Grain Co., wheat, corn, oats, kafir.*
Baker Grain Co., The A. F., wheat, corn, oats, kafir.*
Blood Grain Co., I. H., receivers and shippers.*
Kelly Grain Co., Edw., mlg. wheat a specialty.
Smith-McLinden Grain Co., wheat, corn, oats, kafir.
Wallingford Grain Co., field seeds, kafir, mlo.*
Wichita Terminal Elvtr. Co., general elvtr. business.*

WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whls. gr. and seeds.*

*Members Grain Dealers National Association.

DENVER

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

Houlton Connell Grain Co.

Wholesale Grain.
Get in touch with us.

Kellogg Grain Co.

Receivers shippers of all kinds of grain.

The Conley-Ross Grain Co.

Wholesale Grain.

Farmers Union Mlg. & Elev. Co.

Wholesale Grain and Feed.
38th and Wynkoop Sts.

The Ady & Crowe Mercantile Co.

Grain, Hay, Beans.

Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic.

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Grain and Hay
Exchange Members

PITTSBURGH

Grain and Hay
Exchange Members

HARPER GRAIN CO.
Wabash Building
Modern elevator facilities
at your command.

Herewith my check, please excuse oversight. Thanks for taking care of me. I surely appreciate the Grain Dealers Journal.—L. V. O'Neill, Bakersfield, Cal.

SAMUEL WALTON CO.
EMPIRE BUILDING PITTSBURGH, PA.

Established 40 Years
RECEIVERS AND SHIPPERS
GRAIN, HAY, STRAW AND FEED

ESTABLISHED 1872
R. S. McCAGUE, Ltd.
Receivers and Shippers
Corn, Oats, Hay and Mill Feed
PITTSBURGH, PA.

JESSE C. STEWART CO.
GRAIN and FEED
Own and Operate the
IRON CITY GRAIN ELEVATOR
PITTSBURGH, PA.
Branch Office at Clarksburg, W. Va.

CINCINNATI

The Cincinnati Board of Trade
Plays a leading role in the
SATISFACTORY HANDLING of Grain, Hay and Feed

We Solicit Your Business :

The Cleveland Grain & Milling Co.,
Grain Merchants.

Currus Grain Co.,
Commission.

De Molet Grain Co.,
Receivers and Shippers—Grain and Hay.

The Early & Daniel Co.,
Receivers, Shippers, Mfrs., Tuxedo Feeds.

Ferger Bros., Inc.,
Grain, Hay and Feeds.

The Fitzgerald Bros. Co.,
Receivers and Shippers Grain and Hay.

Granger & Co., Dan B.,
Receivers, Shippers, Grain, Hay.

The Mutual Commission Co.,
Hay and Grain.

Rumsey & Company,
Commission Merchants.

The Scholl Grain Co.,
Receivers and Shippers.

Henry W. Brown & Co.,
Grain, Hay and Feeds.

The Cincinnati Grain & Hay Co.,
Receivers and Shippers of Grain, Hay and Feed.

Board of Trade
Members

DES MOINES

Board of Trade
Members

Des Moines Elevator & Grain Co.
DES MOINES, IOWA

Terminal and 12 country stations. Capacity 1,000,000 bushels
We specialize in Oats and High Grade Corn
Oats sacked for Southern Trade.

LOCKWOOD GRAIN, Inc.

Des Moines, Iowa
We Buy and Sell

CORN and OATS
Submit Samples

Produce Exchange
Members

TOLEDO

Produce Exchange
Members

SOUTHWORTH & CO.

Grain, Seed, Cotton
Southworth's Weekly Review
FREE to all within our business range

JOHN WICKENHISER & CO.
Wholesale Grain Dealers
TOLEDO, OHIO

We make track bids and quote delivered prices. Solicit Consignments of Grain and Clover Seed. Members Toledo Produce Exchange and Chicago Board of Trade.

The C.A. KING & CO.

Grain Seeds
Cash Futures

"Ring King"

Reliable Service on
Consignments & Futures

Since 1887

H. W. De Vore & Co.
Toledo, Ohio

Corn Exchange
Members

BUFFALO

Corn Exchange
Members

McConnell Grain Corporation

Strictly Commission and Brokerage
Buffalo, N. Y.

"All Your Needs in Grain and Feeds"

**SUNSET FEED AND
GRAIN CO. Inc.**

Chamber of Commerce :: Buffalo, N. Y.
CONSIGNMENTS SOLICITED

Send your consignments to

Seymour-Wood Grain Co.

BUFFALO, N. Y.

LEESON GRAIN CO., INC.

Buffalo, N. Y.

Returns within 24 hours after grain is unloaded
We Solicit Your Consignments

J. G. McKILLEN, INC.

RECEIVERS

Consignments a Specialty
BUFFALO NEW YORK

OMAHA

The Corn and Wheat Center of the West

OMAHA territory has excellent milling wheat this year, with protein content to make the kind of flour bakers and housewives want. Corn prospects are for a splendid crop thru a large part of the country this market serves and superior quality is indicated. Let the following firms supply your needs.

Trans-Mississippi Grain Co.
Crowell Elevator Co.
Updike Grain Corporation
Butler-Welsh Grain Co.
Lucke-Gibbs Grain Co.
The John W. Redick Co.
Black Hawk Grain Co.
Scoular-Bishop Grain Co.
The United Grain Co.
Omaha Elevator Co.
Bell-Trimble Grain Co.

Rocky Mountain Grain & Comm. Co.

Nebraska Consolidated Mills Co. (Grain Department)

Mid-West Grain Co.
Flanley Grain Co.
Nebraska-Iowa Grain Co.
Burns Grain Co.
Swanick Grain Co.
Nye & Jenks Grain Co.
J. F. Twamley Son & Co.
Vanderslice-Lynds Co.
Taylor Grain Co.
Holmquist Elevator Co.
Dolphin-Jones Grain Co.

Ship to Omaha — Buy from Omaha

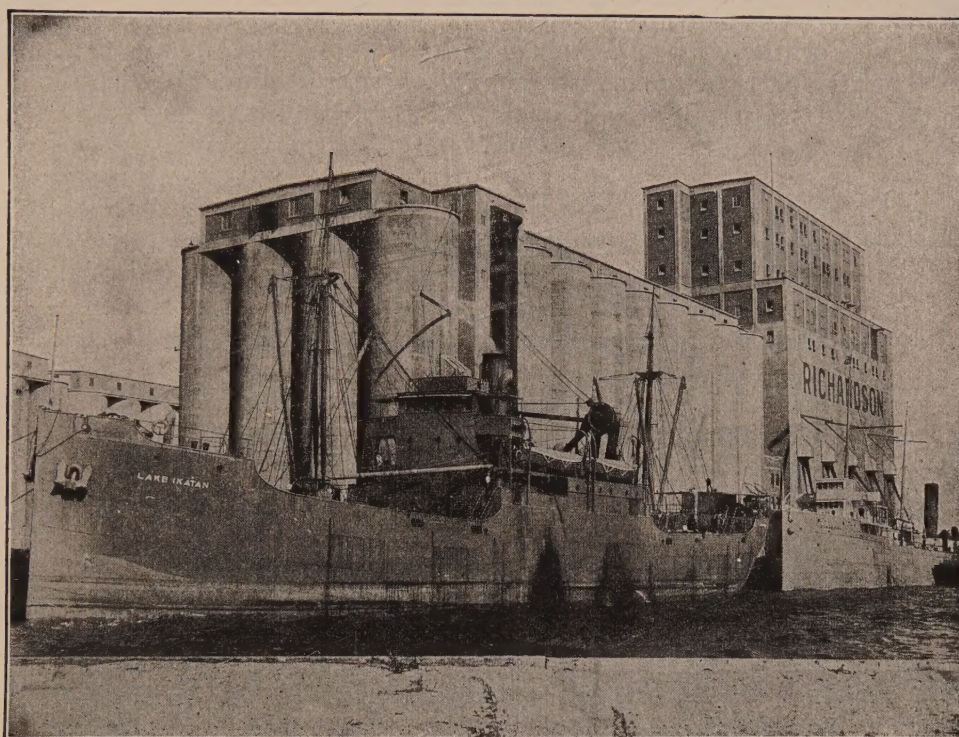
James Richardson & Sons

LIMITED

Established 1857

Grain Merchants and Exporters

Canadian and American Grain



*Terminal Elevator of James Richardson & Sons, Ltd., at Port Arthur, Ont.
Capacity 3½ Million Bushels.*

OWN and operate over 200 Elevators in Western Canada. Terminal Elevator at Port Arthur. Transfer Elevator in Eastern Canada at Kingston.

PRIVATE WIRE CONNECTIONS

Executive Offices:
WINNIPEG, MAN.

Export Offices:
MONTREAL, QUE.

Head Office: KINGSTON, ONT.

Branches: Montreal Toronto Port Arthur Winnipeg Brandon
 Moose Jaw Saskatoon Calgary Edmonton
 Vancouver

ST. LOUIS

"The Central Market"

Surrounded by the great grain producing areas of the Mississippi Valley desires to serve you—

Located where 26 lines of railroads converge, it has unexcelled transportation from the grain producing areas of Missouri, Illinois, Kansas, Iowa, Oklahoma, Nebraska, South Dakota, Colorado and States further west—

The terminus of eastern trunk lines, and having direct through lines to the gulf including a modern government operated barge line to New Orleans, at a differential of 4 cents per bushel on wheat and 3.64 cents on corn under the rail rate, St. Louis is regarded by foreign buyers as a logical starting point for foreign grain shipments. The lower freight rate by water enhances the price at St. Louis which inures to the benefit of the country shipper—

The enormous flour and feed milling industries of the city, enjoying many in-transit privileges and selling their product for export and to the cotton producing South, also take a large percentage of St. Louis grain receipts—

Give any of these members of the St. Louis Merchants Exchange listed here an opportunity to prove to you the advantages of this market—

The Knowlton Grain Co.
Marshall Hall Grain Corporation
Schultz & Niemeier Com. Co.
Langenberg Bros. Grain Co.
Fuller-Wooldridge Com. Co.
Garmon Grain Co.
Nanson Commission Co.
Toberman Grain Co.
Hunter Grain Co.
Seele Bros. Grain Co.
Schwarz Grain Co.
Ballard-Messmore Grain Co.
J. H. Teasdale Com. Co.
Martin Grain Co.

Morton & Co.
The Geo. C. Martin Co.
Kellogg-Huff Com. Co.
Annan-Burg Grain & Mfg. Co.
Klosterman-Patton Grain Co.
Jostes-Lusk Grain Co.
Picker & Beardsley Com. Co.
Orthwein Grain Co.
W. J. Edwards Grain Co.
Overland Grain Co.
Checkerboard Elevator Co.
Continental Export Co.
Stokes-Barkley Grain Co.
J. B. Horton Grain Co.

MILWAUKEE

WHY

the Milwaukee grain market retains its supremacy and the Chamber of Commerce sustains a leading position in the face of keen competition can be told briefly:

Milwaukee at all times has a big, broad market for all Grains.

Its shipping facilities are among the best on the Great Lakes and its harbor is one of the most secure and ample.

Its industrial consumption provides an active demand all the year.

It offers a premium over other markets in competitive territory for consignments, because it has a big shipping demand and very large elevator capacity.

Its remittances on consignments are extremely prompt.

Millers, Exporters and Country Shippers are invited to investigate the advantages to be derived by dealing with any of these Milwaukee Chamber of Commerce Members.

Roy I. Campbell	L. Bartlett & Son Grain Co.
Cargill Grain Co.	W. M. Bell Co.
Crandall & Beck	Buerger Commission Co.
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Hart Bros. Grain Co.
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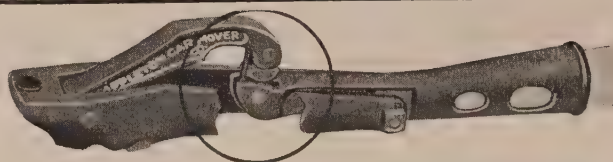
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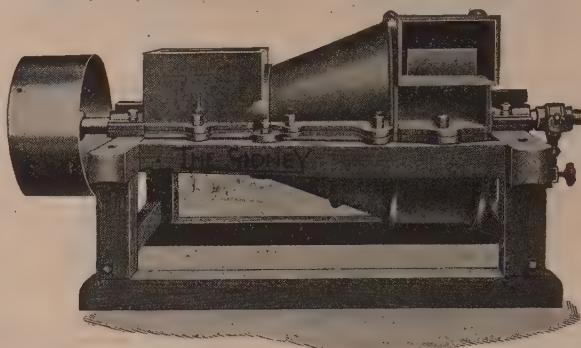
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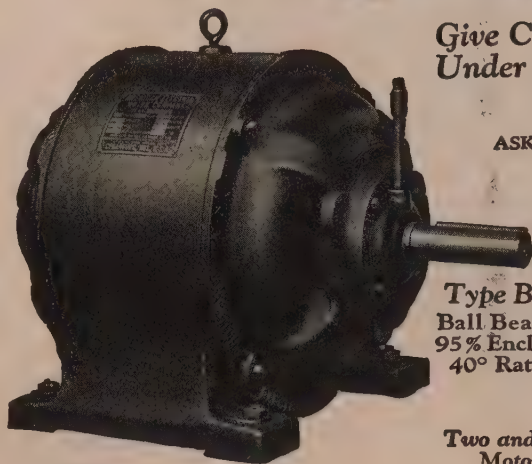
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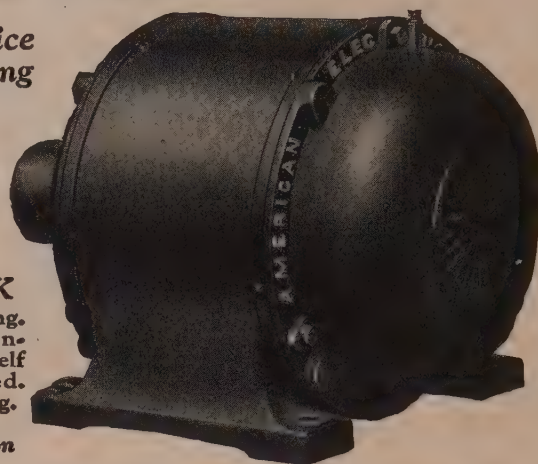


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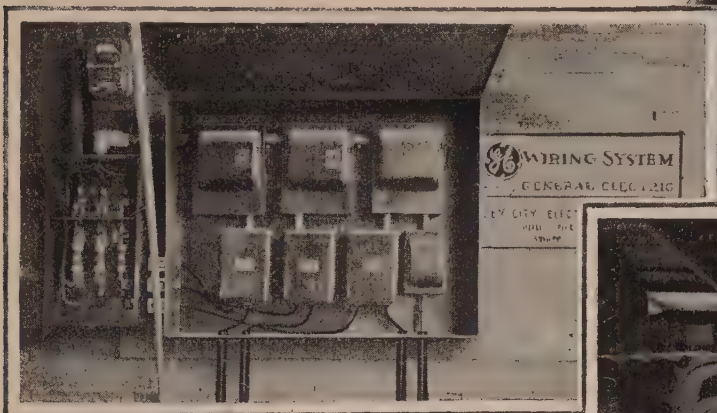
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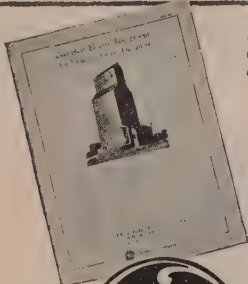
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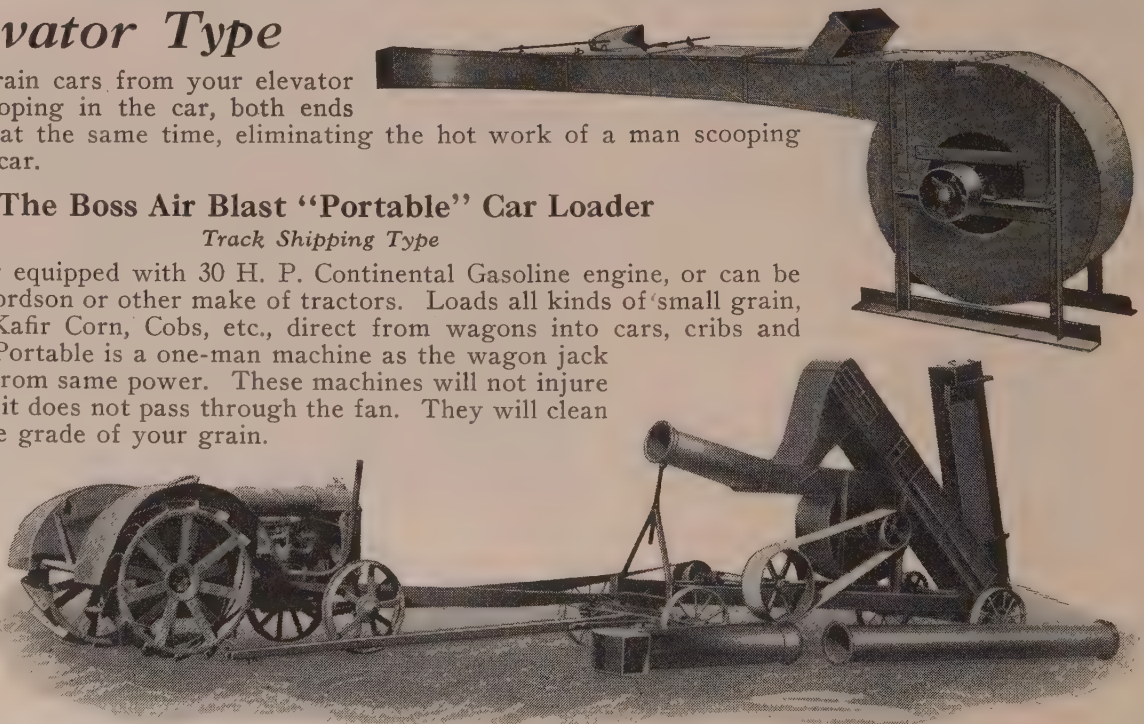
Will load grain cars from your elevator without scooping in the car, both ends being filled at the same time, eliminating the hot work of a man scooping back in the car.

The Boss Air Blast "Portable" Car Loader

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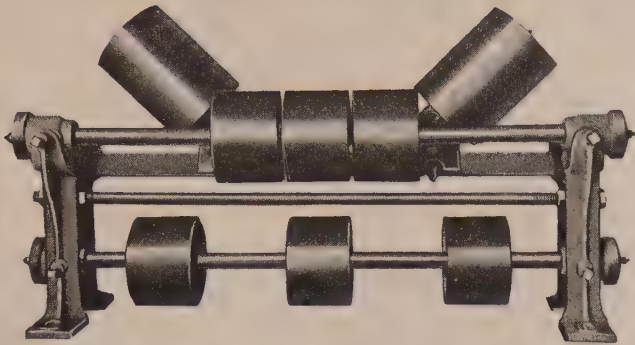
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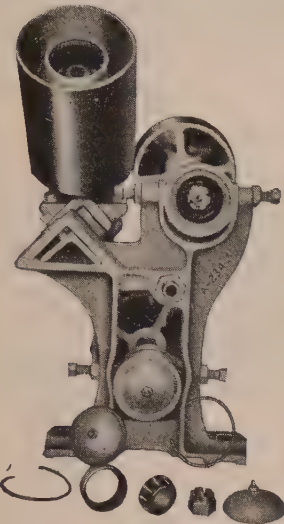
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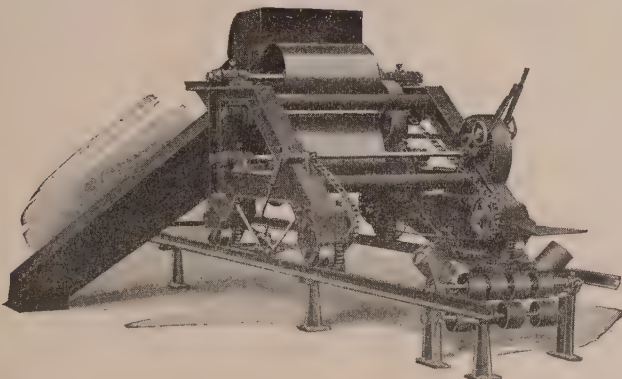
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Grain Handling & Milling Equipment

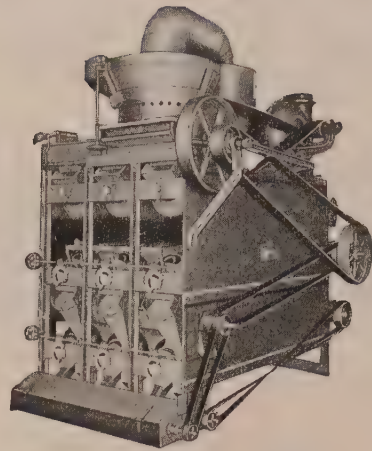
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Acquaint yourself with this new System. We are at your service without obligation.

TWIN CITY SEPARATOR CO.

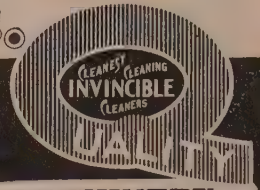
1712 Madison Street, N. E.
MINNEAPOLIS, MINN.

"Eureka - Invincible" Grain & Seed Cleaners and Feed Manufacturing Equipment

S. HOWES CO., Inc.



INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

Leaky Cars

You Know What They Cost

Kennedy Car Liners

SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

**NO WASTE - EFFECTIVE
INEXPENSIVE - EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars
Inquiries for Details Invited.

The Kennedy Car Liner & Bag Co.

Shelbyville—Indiana

Canadian Plant At Woodstock, Ont.

The
Genuine

Humphrey Employees' Elevator

Saves Labor
Write

**Humphrey
Elevator Co.**

900 Division St. Fairbault, Minn.



McMILLIN COMBINATION WAGON AND TRUCK DUMP

Open your eyes and you shall see,
Visions of truth we have for thee,
Something that meets your every need,
Handles all vehicles with safety and speed.

Open your ears and you shall hear,
Something indeed that brings good cheer.
For here is the dump, that handles all
Wagons and trucks, both large and small.

Open your heart and you shall know
Something that's sure to mak'a the doe.
For in dumping with safety as well as speed,
You're filling your customer's every need.

Open your purse friend o' Mine,
Wants to be spent—will save business a slump,
If you will Buy a McMillin Truck Dump.

L. J. McMILLIN

525 Board of Trade,
Indianapolis, Ind.

When In Minneapolis
Stay At

The NEW NICOLLET HOTEL

Opposite Tourist Bureau on
Washington Avenue
The Northwest's Finest Hotel.
600 rooms with bath or
connecting.

Every room an outside room.
Largest and Finest Ballroom
in Northwest.

Rates:

59 Rooms at \$2.00	257 Rooms at \$3.50
63 Rooms at \$2.50	41 Rooms at \$4.00
84 Rooms at \$3.00	33 Rooms at \$5.00
Suites and Special Rooms at \$6.00 to \$9.00.	

MAIN DINING ROOM COFFEE SHOP

3 Blocks from both Depots, Re-
tail Center and Wholesale Center.

Under Management
W. B. Clark

Read the Advertising pages.
They contain many stories of interest.
The *Grain Dealers Journal* pre-
sents only reputable concerns.

Scale Ticket Copying Book

Contains 150 leaves of scale tickets,
four to a leaf. Each leaf folds back
and with the use of a sheet of car-
bon makes a complete and perfect
copy of the original on the stub
which remains. The original tick-
ets form the outer half of page, so
the removal of any ticket does not
release the others.

Each ticket has spaces for the follow-
ing record: No., Date, Load of, From, To,
Gross lbs., Tare lbs., Net lbs., Net bu.,
Price per bu., Test, Man On, Off, and
Weigher's Signature. Size 9 1/2 x 11 inches.
Printed on good paper. 5 sheets of car-
bon. Order Form No. 73, \$1.55; weight
2 lbs.

Grain Dealers Journal
309 So. La Salle St., Chicago, Ill.

Your Opportunity

is here. Now is the time to
let the elevator man know
you want his business. Ad-
vertise in the

Grain Dealers Journal

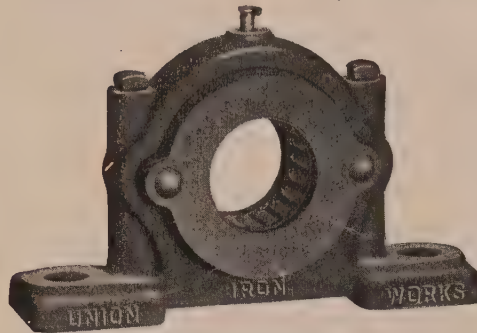
IMPORTANT

ANNOUNCING

IMPORTANT

HYATT ROLLER BEARING

WESTERN SHELLERS AND CLEANERS AND LINE SHAFT EQUIPMENT



HYATT ROLLER BEARING
—PILLOW BLOCK—

WRITE FOR CIRCULAR GIVING COMPLETE DATA

UNION IRON WORKS, DECATUR, ILL.

Something Wrong, Doctor



The Pittsburgh Press.

HINCKLEY DRIVES

Have Elevated More Grain Than All
Other Types Combined

This Tremendous Popularity Is Due
to Four Reasons—

Practical Design
Highest Efficiency
Unexcelled Quality
Lowest Market Price

Exclusive Use of
Link-Belt Silent Chain
and
Hyatt Roller Bearings
Add Years of Service to the
Hinckley

Manufactured by

Link Belt Supply Co., Minneapolis
Minnesota



Now Is The Time

Cold weather is just around the corner. Chimneys should be inspected and any necessary repairs made while the weather is mild. Make certain the entire heating plant is in safe condition before it

is again put into service.

Write for the booklet **Safety and Economy in Heating**—Full of seasonal information.

GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.
INDIANAPOLIS, INDIANA

J. J. Fitzgerald
Secretary & Treasurer
Indianapolis, Ind.

C. R. McCotter
Asst. Secy. and Western Mgr.
Omaha, Neb.

Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President
A Legal Reserve Mutual Fire Insurance Company

TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO.

LUVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.
OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS

ASK ABOUT OUR SAVING PLAN

E. A. Brown, Pres.
W. J. Shanard, Vice-Pres.

W. Z. Sharp, Treasurer
E. H. Moreland, Secretary

Selection of Risks

is essential to the security of an insurance company.

Selection of an Insurance Company

is just as essential to the security of an assured.

The "MILL MUTUALS" fulfill the most rigid requirements.

Write your insurance company or this office for details.

Mutual Fire Prevention Bureau

230 East Ohio Street
Chicago, Illinois

GRAIN ELEVATOR BUILDERS

JAS. H. BROWN CO.

621 South 3rd Street

CONCRETE ELEVATORS

MILLS

Minneapolis, Minn.

WAREHOUSES

GRAIN and COAL ELEVATORS

T. E. IBBERTSON CO.

CONTRACTING ENGINEERS
MINNEAPOLIS, MINN.

L. J. McMILLIN

Engineer and Contractor of

GRAIN ELEVATORS

Any Size or Capacity

523 Board of Trade Bldg., Indianapolis, Ind.

Elevators, Mills, Warehouses

Designed, Built, Repaired

Estimates Cheerfully Furnished

HOGENSON CONSTRUCTION CO.
Corn Exchange Minneapolis, Minn.

The Star Engineering Company

Specialists in
Grain Elevator Construction

Our elevators stand every test
Appearance, Strength, Durability
and Economy of Operation

Estimates and Information promptly furnished

Wichita, Kansas

CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

**W. H. CRAMER
CONSTRUCTION CO.**
North Platte, Nebr.

Plans and Specifications Furnished

**ELEVATORS—FEED MILLS
WAREHOUSES**

CHALMERS & BORTON

720 Pioneer Trust Bldg. KANSAS CITY, MO.

**This space
is yours**

If you are the first to apply for it.

Mentioning Grain Dealers Journal is the best introduction to our advertisers

GRAIN ELEVATOR BUILDERS

Grain Building Bids

..and grain elevator *plans* submitted by The M. A. Long Company have enabled them to compile a long list of satisfied clients. If you are thinking of building, ask your Chairman of the Building Committee to write for the "Long List." It is yours on request.



The M. A. LONG Co.
Engineers and Constructors
Baltimore • Chicago • Washington

Younglove Construction Company

Grain Elevators, Transfer Houses,
Coal Pockets, Feed Plants
Wood or Fireproof Construction

**"If Better Elevators are Built
They will STILL be Youngloves"**

SPECIALIZING
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,
Sioux City, Iowa

Box 1172
Fargo, N. Dak.

RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors
of the better class of grain elevators
—concrete or wood

A. F. ROBERTS ERECTS FURNISHES

Elevators
Corn Mills
Warehouses
Plans
Estimates
Machinery

SABETHA,

KANSAS

Weller Metal Pdts. Co.

Chicago Office Factory
505 Webster Bldg. Hammond, Ind.
SHEET METAL WORK
Grain Elevators a Specialty

E. H. CRAMER

Hampton, Nebraska
Designer and Builder of
Grain Elevators

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.
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Southwestern Engineering Company

Designers and Builders

Modern Mills, Elevators
and Industrial Plants
SPRINGFIELD, MO.

HICKOK Construction Co. MINNEAPOLIS ELEVATORS

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Architects and Contractors
Grain Elevators—Mills

B. SAMPSON

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Geo. W. Quick & Sons

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Designers and Builders
Concrete Grain Elevators
Waterproof Pits a Specialty

DESIGNERS

of Grain Elevators, Flour Mills
*Feed Mills, Warehouses
and Industrial Buildings*

HORNER and WYATT

Board of Trade Bldg.

Kansas City, Mo.

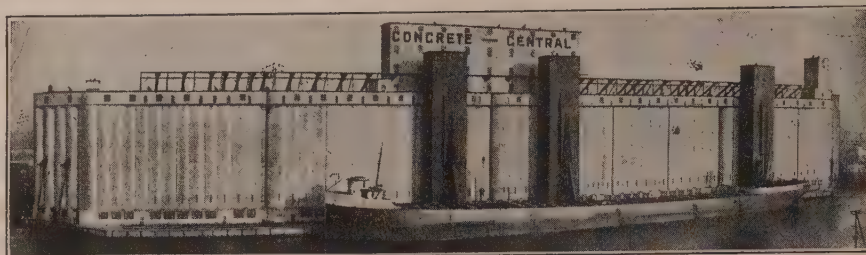
It Pays to Plan Before You Build



Use White Star Special Cups, made and shipped only from the White Star Factory. *Accept no substitutes.* These cups are hand riveted; they stand up and their capacity is guaranteed.

Our Special Boot is the only non-chokable ball-bearing boot on the market, to the best of our knowledge.

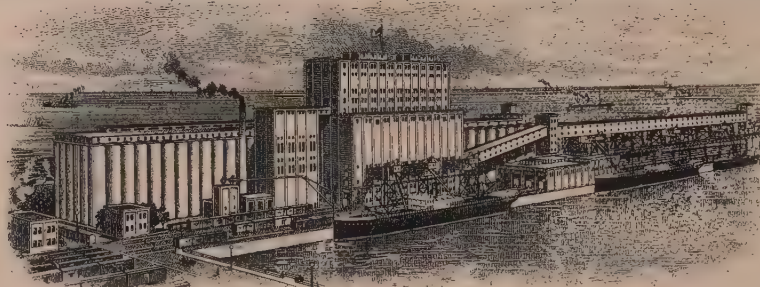
Operated by
The Eastern Grain,
Mill and Elevator
Corporation



Concrete-Central
Elevator, Buffalo,
N. Y.
Capacity
4,500,000 Bushels

Designed and Built by
Monarch Engineering Company
Buffalo, N. Y.

Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Bell
Grain Car
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS

W. R. SINKS,
PRESIDENT

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

THOMAS D. BUDD,
VICE PRESIDENT



One of
Several Elevators
Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
The Jas. Richardson & Sons Elev.	Port Arthur
The Northwestern Elevator	Fort William
The Great Lakes Elevator	Owen Sound

**THE BARNETT-McQUEEN
CONSTN. CO., LIMITED**

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

Minneapolis, Minn.



FOLWELL ENGINEERING CO.

Engineers and Constructors

333 North Michigan Avenue
CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator
Designed and Built for
A. E. Staley Mfg. Co., Decatur, Ill.



Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was also designed and built by us for

Southwest Elevator Co., Enid, Okla.

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

Kansas City, Mo.

FEGLES CONSTRUCTION CO., Ltd.

Engineers — Constructors

Fort William, Ont.

Minneapolis, Minn.



N. M. Paterson Co., Ltd.

2,500,000 Bu. Elevator

Fort William, Ont.

DESIGNED for the years ahead—an advance we propose to maintain.



Santa Fe Elevator "A"

Kansas City, Kans.

Capacity
6,500,000 Bushels

John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago

460 St. Helen Street, Montreal

837 W. Hastings St., Vancouver, B. C.

33 Henrietta Street, Strand, London, England



DAY

Dust Collectors

have been standard equipment in better grain elevators for over forty years.

There's a Reason

The Day Company

Dust Collecting Engineers

1023-5 Lyndale Ave., N. Minneapolis, Minn.



Patented

Folwell-Sinks Form Lifting

Jacks and Steel Yokes

for Grain Elevator, Silo
and Coal Pit Construction

Manufactured and Sold by

NELSON MACHINE CO.

WAUKEGAN, ILL.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

INDIANA—Two grain elevators, almost new, in real grain sections at Hurlburt and Aylesworth, Indiana; bargain for quick sale. Write Wm. Raschka, 615 Lake St., Hobart, Ind.

ILLINOIS—40,000 bu. duplex elevator near Bloomington; also large corn crib and office. Price on application. Address 61R19, Grain Dealers Journal, Chicago, Ill.

EASTERN ILLINOIS—2-60,000 bu. elevators in same town for sale; coal, feeds, seeds, sidelines; no competition; good grain territory; price right if sold promptly; have other business. 61T6, Grain Dealers Journal, Chicago.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

WISCONSIN—Grain Elevator, Potato House, Hay House, Coal Bldgs. for sale; commanding a fine location on the C. & N. W. Ry. on direct route to Chicago. Surrounded by excellent farming community. Address 61S3, Grain Dealers Journal, Chicago, Ill.

ILLINOIS—60,000 bu. grain elevator for sale, equipped with electric motors; coal, lumber, twine, etc., as side lines; located in center of corn belt; crop prospects and conditions wonderful; owner must sell at once on account of ill health. For terms write or call—O. Gross, Buckingham, Ill.

SOUTHEASTERN NEBRASKA—10,000 bu. elevator, coal shed, 7-room house with electric lights and water, four lots of ground, all for \$14,000; German community of about 75, 10-grade school, Methodist church; doing fine business and handling all the livestock; lots of wheat binned and a wonderful prospect for corn; reason for selling—no high school for children. 61R3, Grain Dealers Journal, Chicago.

IOWA—Long established grain, feed and coal business in city of 3,000, located in prosperous feeding section. Property consists of 25,000 bushel cribbed elevator, fully equipped, operated by electricity, also attrition feed mill; large coal business with 14 sheds in good condition; 3 large warehouses and corn cribs. Immediate possession. Business established in 1882 and is prosperous at the present time. Sale to settle estate. **CLAUSEN ELEVATOR CO., CLEAR LAKE, IOWA.**

HAY, GRAIN AND FEED PLANT

LEXINGTON, KY.—25,000 bu. cribbed elevator, 200 ton brick hay house with concrete floor, 150 ton feed warehouse, steel corn crib with concrete foundation and floor, eight box stall barn with loft over all, steel garage, harness and feed room, double brick office, sheds, etc. Located on three streets with private switch and is fully equipped, a complete plant. Splendid location, in heart of the horse and stock raising section of the Blue Grass. Advantageous transit and re-shipping privileges. Offer for sale account of health. **C. T. ROSZELL, Broadway and Bolivar, Lexington, Ky.**

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, **USE** these columns to your best advantage just as others are doing. **WE WILL** assist you in the composition of copy free. We are in business to be of service to **YOU**. There is no wrong time to put an ad in the columns of the Journal. **TRY IT.**

ELEVATORS FOR SALE.

KANSAS—12,000 and 4,000 bushel elevators for sale at a bargain if taken soon. We mean business. 61Q12, Grain Dealers Journal, Chicago, Ill.

YOU MAY BE MISSING SOMETHING.

AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

ELEVATOR & LUMBER FOR SALE

Elevator, lumber, coal, building supplies; northern Illinois village; good prosperous business; good management can continue. Write Holcomb-Dutton Lumber Co., Sycamore, Ill.

FOR SALE—50,000 bu. steel elevator with Fairbanks wagon and truck scale and dump, hopper scales, Barnard and Leas grain cleaner, corn sheller, feed grinder, flour and feed warehouse. Good grain, dairy and poultry district. Address P. O. Box 164, Sarcoxie, Mo.

CHOOSE YOUR ELEVATOR from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

FOR SALE—Elevator and storage for 12,000 bu. grain; hay barn, capacity 125 tons; flour house, capacity three cars; coal house, capacity 100 tons; and small modern residence on premises. Liberal terms will be given purchaser. Address P. O. Box 128, Haskell, Okla.

INDIANA ELEVATORS FOR SALE.

Owing to the sickness of Mr. Stiefel, we are liquidating our business and are offering our New Haven, Dawkins, Maples, Ossian and Eaton elevators for sale. For all information write.

Stiefel & Levy, Fort Wayne, Ind.

CENTRAL ILLINOIS—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

IOWA—25,000 bu. elevator and feed mill for sale; located in one of the largest feeding sections of Eastern Iowa; on main line of C & NW; equipped with a Sprout-Waldron 40 h.p. attrition mill, corn cracker and grader, feed mixer and cleaning mill; all in first-class condition; 300 ft. of trackage and ample storage room. Priced right at \$10,000, or \$7,500 cash and \$2,500 on terms. Address 61T21, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR EXCHANGE.

FOR EXCHANGE in Central Ohio—Well improved 100 acre farm with tenant house; one elevator of 10,000 bushel capacity, electric power, in good location, five minutes walk from farm; all close to schools and churches. Address 1065 So. Ohio Ave., Columbus, Ohio.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ and USE THEM.**

MILLS AND ELEVATORS FOR SALE.

FOR SALE CHEAP

A 400 bbl. corn mill; 18,000 bu. concrete elevator. If interested write for further information. New Baden Mfg. Co., New Baden, Ill.

FOR SALE

Mill and elevator doing good business. If interested in the grain, coal and feed business in a good town and a business that will satisfy, write for full particulars. Singley Brothers, Wellington, Texas.

MILLS FOR SALE.

FOR SALE—25 bbl. flour, feed and buckwheat mill in A-1 condition, in good dairy and farming country. This mill is a money maker and will bear the closest investigation. Write 61T12, Grain Dealers Journal, Chicago.

ELEVATORS WANTED

WANTED—Elevator in Central Indiana; will pay cash. W. A. Meloy, Argos, Ind.

WANT TO EXCHANGE improved 320 acres 4 miles from Alton, Kansas, for grain elevator in North Central Kans. Box 13, Mahaska, Kans.

WANT TO BUY OR LEASE elevator in central Illinois; state volume and give description. 61S11, Grain Dealers Journal, Chicago.

WANTED TO LEASE—An elevator where good corn crop can be handled, by experienced grain man; Okla. or Kansas; adequate finances. 61T15, Grain Dealers Journal, Chicago.

WANT TO LEASE an elevator in Eastern Kansas or Nebraska no farther west than Concordia, Kans., or Superior, Nebr. We have had 10 years' experience in operating elevator, can furnish best of references. Address Waterville Grain Co., Waterville, Kansas.

SOMEBODY'S always hunting an elevator, and there is no wrong time of the year to put an ad in the "Elevator For Sale" columns of the Journal.

BUSINESS OPPORTUNITIES FOR SALE.

ILLINOIS—Grist mill, feed and coal business for sale; new electric machinery. Write 61S10, Grain Dealers Journal, Chicago.

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,300 grain men look to these columns twice a month for real opportunities.

ALMOST ANYTHING YOU WANT can be promptly obtained through JOURNAL want ads.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

PARTNER WANTED.

PARTNER WANTED to invest in country elevator business in Indiana or Illinois. Address 61R12, Grain Dealers Journal, Chicago, Ill.

YOU CAN SECURE a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

SITUATION WANTED.

WANTED—Position as manager of farmers elevator by experienced man. Address 61T25, Grain Dealers Journal, Chicago, Ill.

MARRIED MAN, 35 years old, wants position as manager of grain elevator; ten years' experience; best of references; go anywhere. Write 61Q10, Grain Dealers Journal, Chicago.

SITUATION WANTED by experienced elevator manager, 28 years old; 7 years' experience as manager; prefer Farmers' Co-op. Write 61S7, Grain Dealers Journal, Chicago.

WANTED—Position in the grain business; have had 21 years' experience in office and elevator work in Ohio territory. Address 61T13, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as manager of grain elevator with prospects of handling large volume of grain; prefer to work on commission basis; have 10 years' experience. Address 61T4, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of grain elevator by experienced man in grain, coal, feed and other sidelines; can furnish bond and give the best of references; will go anywhere. 61S8, Grain Dealers Journal, Chicago.

WANTED—Position as manager of a farmers' co-operative elevator in Kansas; prefer one that has just been organized or one that is not getting along very well. Write 61T29, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED with some firm as manager of elevator or bookkeeper; have had 27 years' experience in the grain, coal, flour and feed business, 15 years running elevator; would consider job on road as coal or flour salesman. 61Q11, Grain Dealers Journal, Chicago.

RESULT PRODUCING Farmers Elevator manager with 16 years' successful record desires position with good company. Good grain man and accountant; experienced in all side lines; good mixer with public; Illinois or Indiana preferred. Address 61N11, Grain Dealers Journal, Chicago, Ill.

MARRIED MAN, 28 years old, without experience, wants position as manager, assistant manager of country elevator or any position giving training in the buying of grain; high school education; best of references; desire to learn and willing to work hard. Address 61T8, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as superintendent of feed mill or manager of farmers or other elevator; 15 years' experience flour, cereal and feed milling; understand buying, mixing, blending. References; prefer Ohio, Indiana or Kentucky; married, age 35. Address 61T5, Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

WANTED—Traveling solicitor for Iowa; prefer one acquainted with Iowa territory. Write 61T26, Grain Dealers Journal, Chicago.

NEED MANAGER for country office, must be a telegraph operator. Write 61T27, Grain Dealers Journal, Chicago, Ill.

COMPETENT AND EXPERIENCED elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

SCALES FOR SALE.

FOR SALE—Four-ton Fairbanks Wagon Scale, in good condition; \$50 f.o.b. our station. El Dorado Feed Co., El Dorado, Kansas.

FOR SALE—300 lb. or six bu. automatic Richardson Scale; used only nine months. Memphis Cottonseed Products Co., Memphis, Tenn.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

WE ARE GOING TO MOVE and want to unload Smith Flour Sacking and Flour Packing Scales, rebuilt and at one-half price; Howe rebuilt O. S. Hopper Scales and one 800 bu. new style scale, latest specifications according to Bulletin 9009; also wagon, portable and dormant scales. Write us your needs. **HOWE SCALE COMPANY**, 512 St. Charles St., St. Louis, Mo.

SECOND HAND SCALES for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

SCALES WANTED.

RICHARDSON AUTOMATIC SCALES bought and sold. Address 61S14, Grain Dealers Journal, Chicago, Ill.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., 502 Waldheim Bldg., Kansas City, Mo.

ENGINES FOR SALE

THE DUNLAP FORDPOWER, an all steel frame, pulley and governor assembly for the purpose of mounting the Ford motor for belt work. Popular among grain elevators requiring up to 15 hp. Write for particulars. **DUNLAP FORDPOWER CO.**, 133 N. St. Francis, Wichita, Kans.

OIL ENGINES

25, 50, 75, 80, 120, 180 hp. and up, immediate shipment, all makes. We buy. Bulletin 368 features 20 pages Bargains in Rails, Equipment, Machinery, Steel, etc. **ZELNICKER** in St. Louis.

HAY FOR SALE—WANTED

GET FULL MARKET value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill. **ALFALFA HAY** for sale. Write for delivered prices.

MOTORS FOR SALE.

FOR SALE—15 hp., 1750 r.p.m., single phase, 60 cycle, 110-220 volt Century Motor. Write E. V. Plush, Glasco, Kansas.

FOR SALE—One 20 hp. Fairbanks-Morse motor, 25 cycle, 3 phase, 220 volt, 710 r.p.m., 22" pulley complete with starter, used only six months; motor used longer. Price \$140. La Harpe Feed Store, La Harpe, Ill.

DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

GRAIN WANTED.

WE ARE IN THE MARKET for Oat Clippings and Grain Screenings of all kinds. Leeson Grain Co., Inc., Buffalo, N. Y.

SEEDS FOR SALE

FOR SALE—3,000 bu. of Kubanka Durum, Easyby strain 98% pure, contains 2% common wheat. Write for prices. St. Joe Co-op. Elevator Co., Starkweather, N. Dakota.

BELTING WANTED.

WANTED—Used cup belt, 115 ft. long, 10 or 12 inches wide, V cups. Address Carlson & Peterson, Lehigh, Iowa.

PAINTING

PNEUMATIC POWER PAINTING

Can paint your Elevator and other buildings quicker, cheaper and better, as air will put paint where hair will not; use first-class material. Write for prices or will come and figure with you. **Henry Leck, Bennett, Iowa.**

HELPFUL BOOKS FOR CARLOI GRAIN HANDLERS.

Clark's Freight Tables: Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 25 cents.

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GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill.

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GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

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309 So. LaSalle St., Chicago, Ill.

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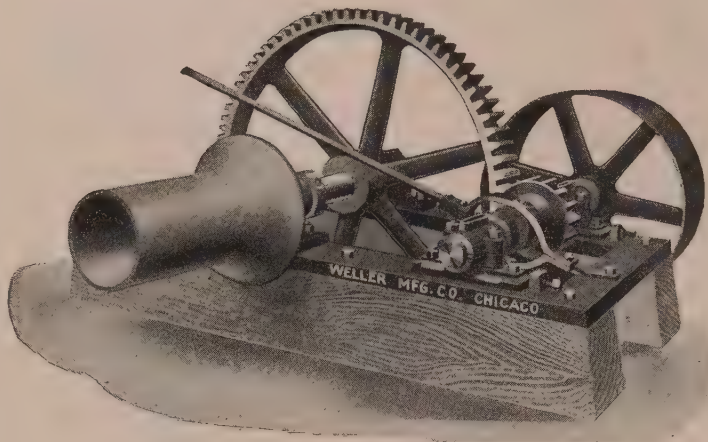
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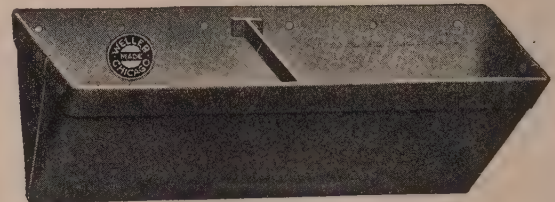
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GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, SEPTEMBER 25, 1928

DISCOUNTING combined wheat had the beneficial effect in the vicinity of Marsland, Neb., of leading many farmers to choose another method of harvesting that would allow them to haul sound and dry wheat to the elevator.

ARBITRATION which has been used by the grain trade in the settlement of trade disputes and differences for over twenty-five years received high praise by Dr. Sturges of the Yale University Law Dept. at the Boston Convention.

WHEAT that was put into farm bins in damp condition will come out badly damaged by heating; and country shippers must buy it at a sufficient discount, since it may meet competition at the terminal market from a flood of other wheat similarly burnt in the bin.

SHIPPERS who object to having their business restricted and regulated by unreasonable loading rules of the carriers should read carefully the report of the Chairman of the Transportation Com'ite, then raise their voices against the unreasonable loading regulations at every opportunity.

LEGITIMATE SPECULATION in wheat is now on a substantial basis that should be encouraging to ventures on either side of the market. The big visible supply affords a balance-wheel, which, while it narrows the daily fluctuations, will not limit the profits of the long pull trader.

MORE POLITICIANS get crooked trying to avoid hard work than become bent from too much of it.

SHIPPERS as well as weighmen will find much of real interest in our report of the Terminal Grain Weighmen.

MARKETING machinery of the grain exchanges is certainly superior to anything ever conceived by the orderly marketeers, when we note that about the time that Canadian farmers hauled 10,340,566 bus. of grain to elevators in one day the price of December wheat advanced in one day 5 cents per bushel on the Chicago Board of Trade.

ARBITRATION cases coming before the com'ites of the Grain Dealers National Ass'n show a gratifying decrease in number, due principally to the diminished turnover in the personnel of the grain business since the war, those now engaged in the business being men of more and longer experience who have kept posted by reading the trade journal.

IODINE PRODUCERS of Chile who could ship 8,000 tons a year as a by-product of the nitrate industry limit the output to 700 tons and hold the price at \$3.69 per pound, a profit of 500 per cent, and the U. S. Dept. of Justice is seeking a way to break the monopoly. If the McNary-Haugen bill created a similar monopoly in farm crops where would be the consistency?

A **POOL** engaged in the "orderly marketing" of dried apples shipped 30 tons to Chicago containing arsenical poison. The local authorities, being city fellows, did not know that the pools were privileged characters under the protection of Senator Capper and burned the apples. No doubt a bill will be introduced by the farm agitators in Congress to permit the pools to poison the public.

BROKERS in Great Britain are growing restive under the direct pool selling of wheat, and contemplate enacting a rule making compulsory the employment of an intermediary. Brokers maintain the open market that gives free play to competition, and in the States have recognized their importance by enacting call rules requiring the deduction of the established commission from overnight bids to arrive.

THE QUININE TRUST dictated the retail price everywhere the world over at 40 cents per ounce, the Dutch monopoly even dividing the United States sales area, until in 1928 the U. S. Department of Justice forced this monopoly of growers to abandon all control in the United States. The McNary-Haugen bill would establish just the kind of control of wheat that the government fought in quinine.

FRIENDS of Fire Prevention, who are preparing to celebrate Fire Prevention Week Oct. 7 to 13th will find much encouragement in the action of Judge Finnegan of Chicago, who last week imposed fines of \$1,000 each on five property owners who failed to correct hazards considered dangerous to adjoining property and the lives of citizens. Every property owner has some responsibility to his neighbors which can not be ignored.

THE GRAIN IMPORT certificate system of Czechoslovakia, which has now been in effect for two years, has benefited the grain merchants and mills, but it is significant that all the benefits to the farmer and consumer as well as to the handlers of grain are traceable to this mitigation of the interference with trade in foreign grain by the duty on imports of grain. The workings of the system are described elsewhere.

LOADING of cars on shipper's private side track does not permit the railroad company to evade its liability after it has issued a B/L covering the shipment, according to a decision of a New York court published elsewhere in full. It will be gratifying to shippers to learn the court held that the clause in the B/L exempting the carrier was ineffective as against the common law rule holding the carrier liable for loss by fire after the shipper had finished loading.

ISSUANCE of Bs/L by carriers before receipt of the property is a practice properly frowned upon by the courts, as in a case reported elsewhere in this number where the U. S. Circuit Court of Appeals gave judgment against a Japanese steamship company. Unless bankers and buyers are protected by strict maintenance of the integrity of documents purporting to make statements of fact, the whole modern system of doing business would fall to the ground.

THE RECOMMENDATION by Governor Christianson that the state of Minnesota go out of the flour milling business by disposing of its flour mill in Minneapolis marks the failure by the politicians after 7 years of operation of the experimental mill that cost \$110,000 to build, to prove the allegation of Ladd and others that the millers were not paying enough for low grade wheat. Trust the grain dealers and grain receivers at terminals to see that the millers pay all the wheat is worth.

BAG BULKHEADS for mixed shipments of grain as told of by E. D. Fristoe at the Boston Convention not only prevents mixing of grain but relieves the shipper of the expense and labor of nailing boards to floor and sides of car, and at least one railroad returns the bulkhead charge because car is not damaged as with the old wood bulkhead. This innovation will save time and money for shippers, reduce the carrier's expense for upkeep of box cars. It will also provide a practical use for second-hand bags.

REJECTION of pool marketing where it has been given a thoro trial as in New South Wales is significant as evidence the wheat growers have become too wise to be caught by this clap-trap of "orderly marketing." Under the new law enacted last year a poll was to be taken of the farmers on the question of having a state pool. Instead of the necessary two-thirds, less than 45 per cent of the wheat growers were in favor of the proposal. This shows how dangerous it is for any candidate for president in the United States to rely upon the pool agitators for information as to the state of public opinion or to declare that he will call into conference the so-called farm leaders.

EQUIPPING grain carriers with box cars of 125,000 and 140,000 lb. capacity cars would force many small shippers to bulkhead nearly every shipment at extra cost and oftentimes would force them to hold grain on a falling market much against their wishes. If the large cars are adopted, as Henry Goemann says the railroads are now planning to do, they will handicap the small elevator operator and place him at a great disadvantage. Frequent, loud and persistent protests might help to retain the 60,000 pound cars for the use of the small shipper.

PROTEIN content may not be indispensable as a factor in the official grades; and it may not be desirable to add this complication to those other criteria that lower the numerical grading of a sample; but when the officials do make a protein test there ought to be no objection on the part of anyone to having the percentage of protein indorsed on the certificate. Buyers and sellers who care to do so then can make the protein percentage a part of their bid and offer, thereby reflecting the premium back to the country shipper and the farmer.

LIABILITY of a grain elevator operator whose house stands on the railroad right of way under a lease making him liable for damage due to fire starting in his house and spreading to other property is practically unlimited. The value of merchandise stored in railway freight houses fluctuates. Special insurance covering this hazard and written for a stated sum is well enough as far as it goes, but the only real insurance is to get the elevator off the right of way, thereby forcing the railroad company to carry the risk it unfairly thrusts upon the lessee of the right of way.

INDIFFERENCE and apathy of our businessmen toward the problems of local and national government constitute one of the greatest perils to the country. If the best brains and energies of our citizens are so engrossed in production and accumulation that there follows a subversion of the immutable principles of the Constitution the damage to the country will be irreparable. In a government such as ours it is the duty of each citizen to see that the men elected to office are sufficiently well informed and broad minded to deal with any question that may come before them.

THEORIES of the U. S. Dept. of Agriculture as recently expressed by its secretary on his return from an Alaska vacation advocating storage on the farms as a price corrective will have no effect in deterring the wheat growers from early marketing. For several years past the organized grain exchanges have been distributing propaganda that farmers gain nothing by holding, and this finally has taken hold with thinking farmers, especially those who have weighed the failure of prices to advance materially after harvest with the cost of carrying the crop for several months and with consequent ramage and spoilage. It would be to the advantage of the flour millers for the farmers to stack their wheat in the good old way but the modern farmers will do nothing unless paid the extra cost of so doing. The proper province of the grower is growing and not selling or alleged "orderly marketing."

SMUTTY wheat is cutting a large figure in the receipts sold on the floor of the Duluth Board of Trade during September. Much of the durum wheat, particularly, is smutty. Altho the terminal market buyers are taking this smutty wheat without extravagant discounts this loss falls on the country shipper who pays too much for the wheat in that condition, or properly on the farmer, who has neglected to treat the seed with copper carbonate dust. This newly discovered fungicide is so easily applied there is no excuse for failure to take the precautions recommended by the state experiment stations.

COUNTY AGENTS are just as hard to get rid of in South Dakota as in Kansas, where the difficulties of the Commissioners of Cloud County were referred to in this column Aug. 10. The Commissioners of Bon Homme County, South Dakota, tried to rid themselves of this drain on the taxpayers by refusing an appropriation of \$2,500 three years ago; but the Supreme Court on July 16 directed the Commissioners to make the appropriation for the extension work, so that the county will have to go to the legislature for a law making it optional whether they must continue under this burden.

Trading in corn for future delivery in a "call-over" was begun by the Liverpool Corn Trade Ass'n Aug. 27. The Newsroom Com'te had a circle drawn in chalk on the Newsroom in which circle the members of the Ass'n interested in maize futures were expected to gather to trade publicly so that trades may be recorded on the price board.

Amended postal laws permitting transmission of business reply cards and envelopes thru the mails without prepayment of postage will go into effect Oct. 1. Postage collected on delivered reply cards will be 2c and on letters 2c an ounce or fraction thereof. This makes the charge one cent additional on each piece of mail handled under the new provisions.

A quota system of limitation of grain imports would have to be adopted in Germany says Herr Hagedorn, secretary of state, to prevent the grain and milling trades from importing more grain than necessary. The grain merchants and an influential section of the press are strongly opposed to any plan favoring of monopoly.

Washington, D. C.—Sherman J. Lowell has been reappointed by the President for a 12-year term as a member of the United States Tariff Commission. The new term began Sept. 7. Mr. Lowell devotes most of his attention to the economic problems of farmers and makes investigations of requests for changes in tariff rates on agricultural commodities.

Combined Grain Problem for Elevators in North Dakota.

Elevator operators in North Dakota have only one worry, according to reports received by the state railroad board. And that worry is how best to handle grain threshed by combines.

Tests show that combined grain comes to the elevator with a relatively high percentage of moisture. This makes it difficult to store and ship.

Only a few elevators have installed drying equipment, according to Ben Larkin, railroad commissioner in charge of elevators, but more would do so if they were sure the combine is here to stay as a method of harvesting grain.

But modern farmers must either adopt scientific methods of production or fail, therefore they are turning to the mass production idea, are adopting scientific methods of increasing their yields, both as to quality and quantity, at the lowest possible unit cost.

They are and will continue to use the newer type methods of production.

The only remedy in sight is for the elevator operators to install driers.

Strife in North Dakota Pool.

North Dakota, famous for the Non-Partisan League and for its political state mill and elevator property has suffered its share from the professional pool promoter with his far-fetched propaganda and glittering promises. Instead of the pot of gold at the ends of the rainbow the good farmers who signed the pool contract found a hot-bed.

Report has it that the directors of the North Dakota Wheat Growers Ass'n, with headquarters at Grand Forks, authorized the manager to organize a subsidiary warehouse unit to purchase and operate country elevators for the handling of pooled grain, using pool funds deducted from returns to members for this purpose.

The membership awoke one day to find that the subsidiary unit had been organized, but instead of being what they were led to believe it was a closed corporation and three men held all the voting stock, whereas only non-voting stock was sold to the membership.

Investigation on the part of the directors appointed for that purpose is reported to have revealed a sum in the neighborhood of \$284,000 had been borrowed on the pool's good name for the operation of this private corporation and that the pool was bearing the interest charges. The properties consist principally of country elevators at Aneta, Bantry, Berwick, Binford, Buford, Chama, Dawson, Derrick, Fero, Gackle, Hannaford, Hazelton, Hensel, Knox, Lakota, Lawton, Linton, McHenry, Minnewaukan, Mohall, Niles, Niagara, Park River, Pisek, Sentinel Butte, Souris, St. Joe, Venturia, Walum, Westhope, and Zealand in North Dakota and Wolf Point in Montana. These are either owned outright or operated under lease, with most of the contracts calling for a 6 cent straight handling charge. The local pool agents assume no responsibility for grades.

F. W. Kopland of Parshall, N. D., one of the directors of the pool, who discovered the nigger in the wood pile has been appointed the head of the disorganizing body.

A MAN whose jaw is locked against saying things the tactful way might make a great success as a hermit, but he is not much good anywhere else. ♡ Tact is the oil of fellowship that greases the wheels of business intercourse. ♡ Keep your can filled.

—Western Electric News.

U. S. Feed Distributors Consider Withdrawing from National.

The seventh annual convention of the United States Feed Distributors Ass'n, held in conjunction with the annual convention of the Grain Dealers National Ass'n, met at Hotel Statler, Boston, Mass., Monday, Sept. 24, 10:30 a. m.

The members were extended the courtesy of attending the opening session of the Grain Dealers group, and adjourned to their private quarters following the formal section of the Nat'l program.

A closed session of the Board of Directors ensued, lasting until the serving of an appetizing Yankee chicken pie help-yourself feast, with a multitude of pleasing New England innovations in the way of trimmings.

The feast subsided for the short business session that followed.

M. C. BURNS, Buffalo, N. Y., president, ruled all clattering silverware out of order, and called for all com'ite reports, which were given expeditiously.

The Auditing Com'ite reported all funds "present or accounted for."

The capable and willing secretary-treasurer, Dominick J. Schuh, of Cincinnati, who has given unstintingly of his time, ability and energy for the pleasure of being of service to his fellow men for the past three years, was voted \$100 as a slight token of appreciation of his splendid work.

The nominating com'ite recommended the selection of the retiring directors to serve again on the Board, which recommendation was approved by the members. The Board is composed of the officers, which were also re-elected, M. C. Burns, Buffalo, president; D. G. Lowell, Minneapolis, first vice-president; O. A. McCrea, Minneapolis, second vice-president; D. J. Schuh, Cincinnati, secretary-treasurer; John Caldwell, St. Louis; W. O. Fehling, Philadelphia; George W. Hoyland and Jerry P. Parks, Kansas City; L. C. Newsome, Pittsburgh; J. B. E. Currie, Boston; E. C. Dreyer, St. Louis; J. W. Jouno, Milwaukee; and Wm. G. Mish, Washington, D. C.

Two new members were reported by the Membership Com'ite, headed by Jerry P. Parks of Kansas City.

SEC'Y D. J. SCHUH read the report of his two offices, from which we quote the following:

Report of the Secretary-Treasurer.

Since our seventh annual convention at Omaha your Ass'n has progressed financially. Our income was \$350.28 more than during the previous year. \$350.00 of this additional amount was derived from dues. It does not follow, however, that this increased revenue from dues reflects a corresponding increase in our membership. This is accounted for in the fact, members who were delinquent in their dues for the year 1927 paid the same in 1928.

During 1928 our expenses did not keep pace with or exceed our income as was the case in 1927, altho our expenses were \$14.97 more than the 1927 items. Last year we spent \$948.79, against \$1,509.20 available, as compared with an expenditure in 1927 of \$933.82 against \$1,223.86 available. Our balance in bank is \$560.41, as compared with \$290.04 at the close of our fiscal year 1927. Our present balance of \$560.41 would be \$20.16 less if we had not received interest on daily balances.

The figures as to the status of our membership are rather interesting, while not so flattering. At the beginning of the year we had 102 members, which included the new members elected by your Board of Directors on the day of our last annual meeting. Thirteen resignations were received last year, and of that number ten became effective, while three will become effective on the dates indicated in the membership list placed in your hands today, unless we can cause those firms to reconsider. Eleven new members were admitted during the year. As of today we have 103 members, or a net increase of one member, as compared with the close of our fiscal year 1927.

Our records present a picture of remarkable success in the matter of collecting dues. That, however, is a false light on the subject. The actual situation in most instances was "ready responses to our requests for payment of dues," and I thank our members for their help in this respect, since it lightens the work of my office. Inasmuch as our dues are so little and

the business of our members of such tremendous volume, it is surprising that our humble request was not entirely overlooked.

Despite the small amount of correspondence necessary to the collection of dues, your secretary's office was kept reasonably busy with the detail incident to the proper conduct of your Ass'n's affairs. The past year has been a very busy one in the management of my regular official affairs and I had to delegate all of the Ass'n's detail work to the Cincinnati Board of Trade office force and give to it only general supervision. I am happy to be able to report to you that these details were taken care of efficiently, and when the records are turned over to my successor he will find them in splendid condition. Notwithstanding the condition referred to, I personally conducted the correspondence of your Ass'n, and whenever items of general interest were brought to our attention, they were transmitted to you in circular letters.

I shall not indulge in a detailed report of this Ass'n's activities during the year. President Burns' account, coupled with this one, furnish you with the outstanding features and should bear witness to the fact that your organization is a worth-while institution, active in its peculiar sphere offering a needed service in your business. After three years in the office of Secretary-Treasurer I pass the quill to my successor with mingled feelings of pleasure and regret, but in so doing another human trait comes to the fore, it is "Hope." I want to express the hope that from year to year your Ass'n will grow and progress. Three years ago I made the statement that little excuse was apparent for the existence of this Ass'n, and now I am compelled to admit that you have many good reasons for continuing, and I hope that every member will firmly resolve and faithfully carry out the determination to make the United States Feed Distributors' Ass'n bigger and better.

A discussion ensued on the subject of severing connections with the Grain Dealers National Ass'n, or merging with that group under a new name to include the word "feed." A lengthy and self-explanatory resolution favoring a separation was presented, however, no definite action was taken at this time, as some favored amalgamation. Some preferred a separation, some wanted to act immediately, while others deemed it best to secure the opinion of the entire membership.

The outcome was a decision to canvass the membership on the proposition before taking any action. November first was set as the date by which time all votes and opinions must be in to be considered and counted. It seems quite probable that a definite move will be made by Nov. 15.

The session adjourned, *sine die*, to participate in the boat trip, following the announcement of several com'ite meetings.

AMONG THOSE PRESENT were: M. C. Burns, Buffalo; D. J. Schuh, Cincinnati; D. A. McCrea, Minneapolis; Jerry P. Parks, G. E. O'Dell, O. A. Severance and C. L. Fontaine, Jr., all of Kansas City; L. Beardsley, Chicago; James M. Kelly, New York City; F. C. Grentler, Walter S. Mahoney and Max Cohn of Sunset Feed & Grain Co., Buffalo; L. W. and W. C. Dewey, Blanchester, O.; V. M. Green, Washington, D. C.; O. P. Reid, Memphis; W. O. Fehling, Philadelphia; J. H. Caldwell, St. Louis; W. A. Low, Pittsburgh; James H. Gray, Springville, N. Y.; Searle Mowat, Detroit; and Carl J. B. Currie, Boston.

Pool Delays Payment.

Members of the Kansas Wheat Pool were forced to wait more than two weeks beyond the scheduled final payment date on the 1927 pool, for final returns. Ernest R. Downie, general manager of the organization, lists as among the reasons the fact that they must finance themselves out of each season's proceeds and that advance payments on wheat delivered to the 1928 pool have been more than 60% of the net value of the wheat all the time, a percentage above the basis on which the pool was borrowing on wheat it had received.

When promising a Sept. 15 settlement the ass'n was careful to explain that "this payment will not be in full settlement of the amount that is due on the 1927 pool." From which evidence it would be deducted that the payment would not be satisfactory to the pool members,

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Oct. 15-17. Southern Mixed Feed Manufacturer's Ass'n third annual convention, Peabody Hotel, Memphis, Tenn.

Oct. 23.—Ohio Grain Dealers Ass'n Fall Meeting, Columbus, O., New Southern Hotel. Meeting to start with noon luncheon. Directors' meeting previous evening, same place.

Oct. —. Nebraska Grain Dealers Ass'n First Annual Convention.

Oct. 30-31, Nov. 1. Nebraska Farmers Grain Dealers Ass'n Silver Anniversary, Hotel Rome, Omaha, Neb.

Nov. 1-2. Ass'n of Feed Control Officials at Washington, D. C.

Dec. 11-13. Farmers Elevator Ass'n of South Dakota at Mitchell, S. D.

Feb. 5-7. Farmers Grain Dealers Ass'n of Illinois, at Joliet, Ill.

Feb. 5-7. North Dakota Farmers Grain Dealers Ass'n 18th Annual Convention, Fargo, No. Dak.

1929, Kansas Grain Dealers Ass'n, Wichita, Kan.

Feb. —. Eastern Federation of Feed Merchants Semi-Annual Meeting.

Washington, D. C.—"On account of the inability of Congress to pass a satisfactory farm relief bill during the last two or three sessions, I doubt whether a very serious effort will be made to pass a comprehensive farm relief bill until the subject can be considered in connection with tariff legislation. For that there probably would not be time during the three months of the short session," says Representative Tilson of Connecticut, leader of the majority party in the House. Accordingly nothing will likely be done on farm relief by the present administration.

Lower Prices Forecasted by Kansas College.

The monthly forecast of price trends by the extension service of the Kansas State Agricultural College says in part:

"Steady to stronger wheat prices are in prospect until the Canadian movement gets further under way, when even lower prices may materialize. The position that prices have already reached is about the only bullish factor in sight. Crop prospects and anticipated movement from competing countries in the export trade continue to be bearish factors.

Best August cash price at Kansas City was 16 cents under best July price. In the past when there have been declines of 10 cents or more the September top price has shown a much smaller decline from best August price. However, this year at the beginning of September, top price was 17 cents under best August price. This is merely another measure of how cheap wheat is at this time. Best price for September was as much as 12 cents a bushel under the best price of August in only two of the last 36 years. These years were 1915 and 1917. A price 17 cents under the best August price at the beginning of September, thereof, indicates that there has already been unusual response to bearish influences.

In 22 years of declining cash wheat prices at Chicago the low point in July, August, September, and October prices came in August eight times and in October nine times as compared with twice in July and three times in September. This reflects the tendency of prices to reach bottom in declining years either in August under the pressure of the southwest wheat movement or in the latter part of October or early November under the heavy movement of Canadian wheat.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Plan of Cob Burner?

Grain Dealers Journal: Where can I obtain the necessary information, also specifications including cost of building a cob burner to be used for disposing of cobs at my Percival, Iowa, elevator? Our shelling capacity is between 1,500 and 2,000 bushels per day.

Are there any cob burners located in southwestern Iowa or southeastern Nebraska?—A. B. Wilson, Nebraska City, Neb.

Ans.: As the result of long experience in Indiana, Illinois and Ohio there has been evolved a type of burner that is satisfactory from the standpoints of durability and reduction of the fire hazard, and this has been made available to all by the Grain Dealers National Fire Insurance Co. having prepared blue prints of the plans for distribution gratis.

A cob burner of concrete was described and shown in plan in the Journal for June 25, 1927, page 718.

Corn Refused; Who Pays?

Grain Dealers Journal: I would like to know what would be the outcome of a situation like this.

Mr. A sold Mr. B one car of sound, dry, heavy, snapped corn. A drew a draft on B, not subject to inspection on arrival. B pays the draft and resells the corn to C at point of destination.

C says the corn is 40% damaged and asks for a reduction of 48 c per bu. B then comes back to A asking for the same reduction. A refuses to make this allowance because he knows the quality of the corn is good; and drop in market is reason for refusal of corn. C and B do not furnish any information to prove the corn is bad, only statement by one of their employees. They furnish no government inspection on the corn. B then sends the corn on to two other places and does not sell it.

The railroad carrying the corn asks A for disposition of the corn. A has no right to give disposition as B has the B/L and owns the corn.

B has let the freight and demurrage accumulate on this corn until the charges are more than the value of the corn.

Who is responsible for the freight and demurrage on this car of corn? When can the railroad sell this corn for charges? Who will be drawn into this case for settlement?

A did not sign article No. 7 of the B/L. Corn was originated in Oklahoma, sold to Texas dealer, and shipped to Arkansas.—Briscoe Bros., Marlow, Okla.

Ans.: The railroad company is not bound by transactions between shippers, but under the Interstate Commerce Act is bound to collect the freight by suit if necessary, and it is authorized to choose whether to start suit against the consignor or consignee. See U. S. v. U. S. Steel Products Co., in "Supreme Court Decisions" column, this number. As to second and third movement ordered by "B," "B" is liable to the carrier for the freight.

If the contract required "B" to pay the freight, which presumably it did, "A" can collect the freight he pays the railroad from "B." The same holds true on demurrage.

The carrier can sell the shipment after refusal of shipper and consignee to claim ownership.

Had shipper signed Sec. 7 the carrier would have had to look to "B" for the charges.

"Not subject to inspection on arrival" forced "B" to pay the draft to get the B/L to examine contents.

If "B" can prove that the car was not according to contract he can get judgment against "A." The question is, can he prove it? In court all evidence will be received, and if at final destination the condition of the corn was such that it could not have been sound when loaded

judgment will go against shipper, unless his witnesses can state that it was in good condition.

The claim of "C" is against "B" and that of "B" against "A."

If the corn went out of condition because the roof leaked or the door was left open for rain to enter, the railroad company is liable.

Who Owns Oats?

Grain Dealers Journal: When a landlord and tenant disagree on rental arrangement after grain has been delivered to elevator, what is the position of the grain dealer?

At threshing time this year one of our tenant farmers delivered us 750 bus. of oats, and told us they were two-fifths of his crop, the landlord's share. We sent the landlord the storage tickets with instructions, to sign or come in and get his check. We had a bill against the landlord for lumber which would be deducted from the amount we would pay him for the oats.

A day or so later we received notice from the landlord to the effect that he had rented his land for cash, therefore the oats in our possession belonged to the tenant and not to him. The tenant denied this arrangement, claiming he was renting on shares.

Then it developed that three years ago a cash rental lease was effected between the landlord and tenant to be effective for three years, which would include this year. Last year the tenant needed some repairs on the place, principally constituting lumber, which was purchased of us. The landlord instructed him to pay for this out of the cash rent.

Last year the tenant's crop failed and he was forced to sell his livestock to get enough cash to pay the rent. The landlord stopped payment on this livestock, having the funds diverted to him instead of to the tenant. He failed to come in and settle for the lumber, leaving us with it on our books.

In the face of last year's crop failure, the tenant became discouraged and told the landlord he was going to quit unless he could make an arrangement for grain rent, instead of cash. The landlord and the tenant met with an Ogden banker in Ogden and came to verbal agreement on grain rent. Later the banker drew up a new lease covering this agreement and sent it to the tenant to be signed.

In reading over the lease the tenant noticed a clause directing that the grain should be hauled to Ogden, instead of here, a distance of five miles farther. Therefore he refused to sign it.

On harvesting his crops this year he followed the dictates of the new lease except that he hauled the grain to us so that we could collect our bill against the landlord. Now the landlord claims the new lease is ineffective and that he has his land rented under the old cash lease.

Meanwhile we have the oats and an unpaid bill against the landlord. What is our position? Can we force either of them to accept a check or sign storage receipts? Or can we place the amount involved, less our bill against the landlord, to the joint credit of both in the local bank?—E. S. Cole, agt. Quaker Oats Co., Beaver, Ia.

Ans.: The landlord is bound by his statement that the oats are the property of the tenant; and, under the instructions of the landlord to the tenant to pay for the lumber out of the rent the grain dealer is warranted in deducting from the amount due the tenant, the amount of the lumber bill.

As to the balance remaining, or as to payments on future deliveries this will be governed by the Landlord's Lien Law of Iowa, which reads as follows:

Sec. 2993. Landlord's Lien. A landlord shall have a lien for his rent upon all crops grown upon the leased premises, and upon any other personal property of the tenant which has been used or kept thereon during the term and not exempt from execution, for the period of one year after a year's rent, or the rent of a shorter period, falls due; but such lien shall not in any case continue more than six months after the expiration of the term.

It is immaterial to the grain dealer whether the rental is for cash or on shares, as the landlord's lien applies in both cases. In this case the tenant owes the dealer for lumber and the dealer must look to the tenant for his pay. If

the tenant fails to pay the seller of the lumber under some circumstances can look to the landlord for pay under the materialman's lien.

Under the circumstances the grain delivered should be held to have been sold by the tenant. Issuance of storage tickets or deposit in the bank to joint account is unnecessary, the tenant having stated that the two-fifths of the crop was the landlord's share. By making the check payable jointly to both the landlord and the tenant the grain buyer can compel the two to come to an understanding before cashing the check.

Protecting Feed Formula.

Grain Dealers Journal: As manufacturers of feeds we have developed quite a trade on several of our mixtures and have had frequent experiences where other salesmen offered feeds to our trade with the understanding that the mixture was exactly the same, pretending that in some way or other they were familiar with our formula and as an inducement would book at one or two dollars per ton less.

Is there any way we can protect our formulas, either by patent or otherwise so that it will not be possible to make the exact feed or to make such a statement.—F. S. Wertz & Son, Reading, Pa.

Ans.: The Patent Office will issue a patent on the formula, as a compound or composition of matter.

If the feed formula has been in use for more than two years by the inventor no patent will be granted. This is to prevent a discovery being monopolized more than 17 years.

Feed manufacturers do not patent their mixtures. Outside of a few patents held by the Quaker Oats Co., practically none of the feed manufacturers have patents upon their products. They place their reliance upon registration of trademarks and copyrights of designs and labels.

Salesmen who use another's feed as a standard of quality and measure their goods by it, boost that feed in a most helpful manner. Let them keep on boosting, but copyright the brand. It is impossible for them to prove their feed to be made according to same formula.

Validity of Contract After Lapse of Time.

Grain Dealers Journal: If a country grain shipper fails to fill a contract for shipment within 10 days and the buyer fails to draw on him for difference when market rises during that time, is the contract invalidated?

In August we contracted with a middle-western mill agreeing to ship one car of No. 2 yellow corn within 10 days from date of contract. Circumstances beyond our control made it impossible to fill this contract within the specified time. Between the contracting date and the close of the 10-day period the market went up 3 cents. No information has been received from the mill regarding our failure to fulfill the contract in the three weeks that have followed, nor have we done anything about it.

The market is now considerably higher than at the close of the 10-day period. Has the mill a right to draw on us for the rise up to the close of the 10-day period or can it force us to fulfill the contract in the face of present prices? Is there any ruling making the contract invalid under these circumstances? What is our position?—F. S. Davey Grain Co., Malcolm, Neb.

Ans.: This is covered by Rule 7 of the Grain Dealers National Ass'n as follows:

When the seller finds that he will not be able to complete a contract within the agreed limit, it shall be his duty at once to advise the buyer by mail, telephone or telegraph, whereupon it shall be the duty of the buyer at once to elect either to buy in or to cancel the deficit, or, with the consent of the shipper, to extend the contract to cover the said deficit.

If the seller fail to notify the buyer of his inability to complete his contract, as above provided, the liability of the seller shall continue, until the buyer by the exercise of due diligence, can determine whether the seller has defaulted, when the buyer shall immediately (a) agree with the seller upon an extension of the contract to cover the deficit, (b) cancel the contract outright, or (c) buy in the deficit for the sellers' account.

Three weeks is too long for the buyer to wait to buy in a defaulted contract when he might have learned by inquiry in three to five days after expiration that seller had defaulted.

Damages should be based on market three to five days after, if by reasonable diligence buyer could have learned in that time that no shipment was intended to be made.

Emery Thierwechter Passes Away.

Three years of illness ended in the passing of Emery Thierwechter, senior member of the well-known grain and milling firm, the Emery Thierwechter Co., the afternoon of Sept. 9, at his home in Oak Harbor, O. He was 68 years old.

The cause was believed to have been poisoning from an impacted wisdom tooth. While he was in California last winter an operation was performed for its removal, but the condition of the bone apparently continued to be a source of infection, tho it was thought for a time he would recover.

On Wednesday afternoon he was up and received callers, and spoke optimistically of his plans for the future. On Thursday he was feeling more poorly. Friday his condition became serious and on the following day he slipped into a coma from which he never regained consciousness. Death came peacefully Sunday afternoon.

Mr. Thierwechter was born on a farm in Sandusky county, near Fremont, O., July 5, 1860. When he was 7 years old his father moved with the family to Elmore. Academic training was completed in a Cleveland college and, in 1877, Mr. Thierwechter embarked on a mercantile business venture with his father, the late M. D. Thierwechter. The elevator and grain business followed and later the milling business was added.

At the time of his death he held several other business interests, including directorships in two banks and large real estate holdings.

He had served as pres. of the Ohio Millers Ass'n and was active in milling and grain ass'n work. His son, Edgar W. Thierwechter, the junior member of the firm which bears his father's name, is the present pres. of the Ohio Grain Dealers Ass'n.

Mr. Thierwechter's passing is mourned by many friends outside his business relations because of his kindness and generosity and his willingness to aid and befriend those in need.

Attendance at the funeral services was large and not more than a third of those present were able to enter the house. A large and beautiful floral display was mute testimony to the admiration and regard of his many friends.

Mr. Thierwechter is survived by his wife, Luella Bruner Thierwechter, and two sons,

Edgar W., in charge of the elevator and milling plant at Oak Harbor, who will continue that business, and Morton E., associated with the Ayling & Reichart Co. in Toledo, his aged mother, a brother and a sister. Countless friends mourn with the bereaved.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Heat Damaged Wheat.

Grain Dealers Journal: Instead of getting all "het" up over politics, let us say a few words of warning about another kind of heat that comes a little closer home to the grain trade, especially the country shipper.

Considerable money has been lost on shipments of wheat that came on the market in a heating condition and met with heavy discounts.

Some of the wheat that was damaged by excess moisture is drying out, but the process is having the effect of turning the kernels red and some of them black, thus putting it in a class that is hard to dispose of, as its mixture with other wheat is inadvisable.

If you have any heat damaged wheat do not try to get rid of it by mixing it with better wheat, as it is sure to show up and lose you money. If you have only a small amount of heat damaged grain, not enough for a car load, you had better feed it at home rather than spoil good wheat by mixing it for shipment. If you accumulate enough of it for a car load, be sure and buy it at a low price and then ship it by itself and expect a low price for it.—Murphy Grain Co., Kansas City, Mo.

The Tariff on Corn.

Grain Dealers Journal: I received a letter from Washington, stating there would be a hearing Aug. 1 in regard to the tariff on Argentine corn and those interested could appear before the tariff commission on that date.

I have been very much interested in the tariff on Argentine corn, as you know, but I do not believe it would do any particular good for me or anyone else to appear before that commission, as they have done practically nothing to hurry the hearing since, the matter was put before them two years ago. In fact, they have been stalling right along.

They called a hearing for June 28 and at this hearing they came out with the ridiculous statement that it cost 79 cents a bushel to raise a bushel of corn in Argentina.

Up to this time their plea had always been the Argentine government would not allow them to investigate the cost of raising corn in Argentina; then they tried to shift the responsibility to the railroads, claiming the freight rates are too high to the Pacific coast.

I am not fighting the battle of the railroad companies in regard to coast rates on corn, but I would like to say in fairness to the railroads, if the railroads would reduce their rates 10 cents or 10 cents per bushel the farmers would not get the benefit of the rates. This has happened several times in the last 20 years, so there is no guess work about this statement. I would like to add, however, if the railroads would reduce their rates for exports, or their rates to a large terminal, such as Chicago, then the farmers in this territory would get the benefit of reduced rates. The farmers in this part of the country receive no benefit at all when the rates are reduced to the west coast or to the south.

I realize that 7½ cents per bushel is not a great deal but it would be just that much added

to the present price in this territory and it is all we can get at this time. The tariff commission, in its article on Argentine corn, stressed the fact that only 5,154,000 bushels were exported last year. This amount is just as effective in making the price on the Atlantic and Pacific coasts as 50,000,000 bushels would be.—M. King, pres. Western Terminal Elevator Co., Sioux City, Ia.

Vancouver Brokers Rise Early.

With the inauguration of the grain futures market by the Vancouver Merchants Exchange Sept. 17 the brokers in that city have been getting up before breakfast.

Winnipeg and Chicago as the leaders set the pace for the grain markets of the western world and Vancouver traders must keep in step.

Wire connection with Winnipeg opens at 6:30 Vancouver time and the market at the Western end of Canada must be in readiness to function at that time, so the brokers have to hop out of bed at 5 o'clock a. m. A few of the brokers having wire connections with the stock market of New York have accustomed themselves to these early hours, their wire connection opening at 6 o'clock a. m.

A good demand sprang up for alarm clocks but their price was kept from advancing by jewelers' resting orders to sell.

Plans for holding the semi-annual meeting of the Millers National Federation at the Stevens Hotel, Chicago, Thursday and Friday, Nov. 15-16, have been approved by the executive com'tee.

New President of Winnipeg Exchange.

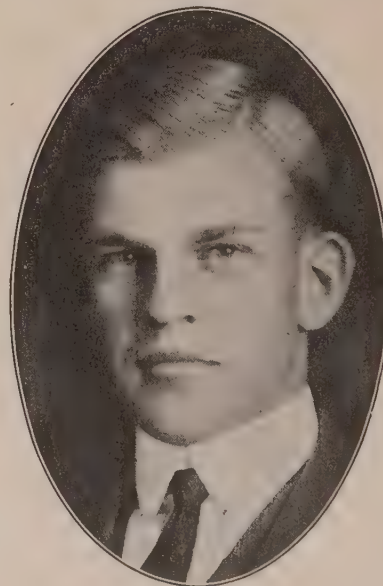
The Winnipeg Grain Exchange has now been in existence long enough to have among its members those who began their business career on 'Change and have now reached the maturity of experience that qualifies them to administer the affairs of the institution itself.

Such an one is James A. Crowe, who was honored Sept. 12 by election to the office of president. He entered the grain business in 1909 and has been connected with the British Empire Grain Co., Ltd., which is well known in export circles in the Canadian grain trade, since that date, except for a period of two or three years when he was overseas with the Canadian forces.

It is interesting to note that the connection of his family with the Exchange dates back a long time, as time is measured in the West. Mr. Crowe, senior, having been president of the Exchange in 1895.



Emery Thierwechter, Oak Harbor, O., Deceased.



James A. Crowe, Winnipeg, Man., Pres.-Elect, Grain Exchange.

BARLEY.														
Minneapolis	59	59	59%	59%	61	61	61%	60%	60%	61%	65½	63	61%	60%
Winnipeg	62½	62½	61%	62%	63½	63%	64%	63½	63%	64½	67½	66½	65	64½

tricts excepting northeastern Minnesota, southern Idaho and western Utah, where it was reported larger. The average yield of growers reporting was 2.55 bus., or about 20% smaller than their last year's average. The carryover in the United States is regarded as larger than in other recent years, following the large crop last year, larger than usual imports, and no increase in retail sales. The carryover in Canada is likewise regarded as larger than the year before.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Ulysses, Kan., Sept. 19.—This county will ship about one and a half million bus. of wheat this year.—Dan C. Sullivan.

Vancouver, B. C., Sept. 10.—Total Vancouver shipments of grain this season to Aug. 31 were 2,363,576 bus., compared to 97,087 bus. during the same period last year.

Montreal, Que., Sept. 12.—Receipts this year to date total 113,606,249 bus. as compared with 100,188,481 bus. a year ago. Deliveries for the same period were 112,827,624 against 100,722,711.—P. F.

Galveston, Tex., Aug. 10.—Shipments of grain from this market during August, 1928, compared with August, 1927, in bushels, were: Wheat, 3,614,113-2,850,399; barley, 1,598,724-389,000.—H. A. Wickstrom, Chief Inspector.

San Francisco, Cal., Sept. 10.—Receipts of grain during August, 1928, compared with August, 1927, in tons, were: Wheat, 3,546-3,977; barley, 70,475-40,749; oats, 727-727; corn, 3,270-1,110; bran, 514-286.—James J. Sullivan, Chief Inspector.

Galveston, Tex.—Grain clearings for August out of Galveston totaled 5,273,000 bus. Several large cargoes were loaded out early this month, which has worked to relieve congestion on the wharves and tracks. Additional vessels were pressed into service to help move accumulated stocks.

Montreal, Que., Sept. 12.—Receipts during August were 20,976,583 bus. wheat, 39,900 corn, 1,971 oats, 1,554,674 rye, 697,279 barley and 163,695 flaxseed, compared with August a year ago when receipts were 16,408,350 wheat, 39,900 corn, 987,440 oats, 469,612 rye, 2,222,793 barley, and 26,191 flaxseed. Shipments in August were 22,320,782 wheat, 232,466 corn, 2,426,369 oats, 1,872,744 rye, 548,198 barley, compared with shipments in August of 1927, 13,697,608 wheat, 6,638 corn, 691,203 oats, 1,190,185 rye, 2,203,486 barley.

Denver, Colo., Sept. 12.—Receipts of grain at this market during August, 1928, compared with receipts during August, 1927, in cars, totaled: Wheat, 1361-1043; corn, 207-149; oats, 87-74; rye, 2-1; barley, 118-47; kafir, 0-4; hay, 82-77; beans, 17-0. Shipments this August compared with shipments last August, in cars, were: Wheat, 72-117; corn, 55-55; oats, 28-24; barley, 14-7; beans, 21-48.

Peoria, Ill., Sept. 12.—Receipts during August, 1928, compared with those of August, 1927, in bushels, were: Wheat, 636,700-220,750; corn, 1,596,500-2,272,700; oats, 1,093,500-1,337,800; rye, 10,800-10,800; barley, 377,200-242,000; millfeed (tons), 26,570-30,580. Shipments for August of this year compared with a year ago, were: Wheat, 665,400-198,000; corn, 553,000-1,076,300; oats, 478,800-566,700; rye, 6,000-6,000; barley, 177,000-121,800; millfeed, 36,892-36,386.

Fostoria, O., Sept. 8.—Our circulation is about normal again, but about a week or ten days ago our blood pressure was about 250, as we had a quarter of a million bushels of oats on track ahead of the elevator and we are only able to digest about 30 to 40 thousand a day. We have this cut down now to a point where it is not crowding us and movement from first hands in this territory has practically stopped. If and when oats advance to the point where farmers will receive 40 cents per bushel we anticipate some of them will be marketed.—A. T. Ward, Seneca Grain Co.

Another Misleading Official Crop Report.

One defect in the present government statistical system in respect to grain production is, that what is called the "final" estimate, issued in the month of January, is retained as showing the quantity produced, no matter what the actual marketing results of the year may subsequently prove to be. The Provincial and Dominion governments co-operate in these statistics and publish the same figures.

A striking illustration of the defects of this system is afforded in the figures just issued from Regina. On Sept. 16, a month and a half after the close of the crop year, the Saskatchewan government declares the wheat yield of that province last year to have been 212,860,000 bus., which was exactly the total as estimated last January. The two official tests of what the crop really was have been entirely neglected. The one test is that afforded by the Inspection Department, which keeps records of the origin of every car inspected during the year and which shows that during last year there was no less than 229,250,000 bus. of wheat inspected from Saskatchewan points.

The Board of Grain Commissioners, another government body, publish returns of wheat delivered by provinces, the details being received under statutory authority from elevator companies and railways. For 1927-28 the total reported as delivered in Saskatchewan was 229,500,000 bus., or practically the same as the total revealed by inspections.

Now, in addition to quantities thus delivered, the crop grown must have included the amount sown last spring, the amount delivered direct to local gristing or commercial mills, and any amount that may have been fed on farms. The total under these three heads could not have been less than 30 million bushels. It is therefore evident that the wheat crop of Saskatchewan must have been approximately 260 million bushels, instead of only 212 million. This is altogether too wide a discrepancy to be given official sanction.—Grain Trade News.

Borer Damage Confined to Limited Areas.

No general areas in Ohio and Michigan have been injured seriously by the corn borer. Serious injury has been limited to comparatively few fields bordering Lake Erie, but the extra labor involved in borer control is likely to cause some shifting of cropping methods. The extent to which such shifts are made will depend mainly on two things: (1) The advantage of corn over other crops, either as a feed crop or as a crop for sale, and (2) the ease or difficulty with which methods of corn production may be modified so as to prevent the borer infestation reaching an amount to cause serious commercial damage.

In northeastern Ohio and east-central Michigan the control problem is greatly simplified by the prevailing methods of corn growing. The acreage to each farm averages small. It is the rule to plow corn land for following crops, and, perhaps most important, a large proportion of the corn is cut and much of it is either shredded or put into the silo, which are practices recommended for keeping the borer under control.—J. W. Tapp of Bureau of Agricultural Economics.

Government Report on Minor Crops.

In addition to the report on the principal crops published in the last number the U. S. Dept. of Agriculture has made the following report on minor crops:

Buckwheat improved during August. The indicated production for Sept. 1 is 15,526,000 bus., compared with 15,409,000 bus. on Aug. 1st and is about half a million bushels below the crop of 1927.

Grain Sorghum. A sharp decline is noted in the prospects for grain sorghum. The present outlook is for a crop of 132,716,000 bus., against a forecast of 152,722,000 bus. on Aug. 1. The present condition of the crop is reported as 78.1% compared with 84.3% a month ago. The greatest decline is noted in Texas where prospects have declined from 64,344,000 bus. on Aug. 1 to 51,274,000 bus. on Sept. 1, due to high August temperature and hot drying winds. The crop of Oklahoma and Colorado show a decline from similar causes. With this change in conditions the outlook is for a smaller crop than was produced in 1927 when 138 million bus. were harvested. Kansas is now scheduled to raise 35,086,000 bus.; Oklahoma, 32,069,000; Texas, 51,274,000; Colorado, 2,777,000; California, 4,034,000; New Mexico, 3,459,000; Arizona, 1,458,000; Missouri, 2,145,000; Nebraska, 414,000. Seven of these states show some decline from last year's figures, the other two show an increase.

Soybeans show a condition of 84.1% on Sept. 1st compared with 83.4 last month and 82.2 on Sept. 1 last year. The crop is slightly better than the 10 year average at this date.

Beans. The production of dry edible beans, as now forecast, is 3 per cent below the average production during the last 5 years. Prospects have declined slightly since a month ago. Conditions as of Sept. 1 forecast a crop of 15,809,000 bus., compared with 16,832,000 bus. forecast on Aug. 1. Moderate increases are shown in California, New Mexico and New York but decreases in most other states. The Michigan crop suffered much damage from excessive rains followed by a severe heat wave. Some acreage in this state will be a total loss. Beans in Colorado suffered severely from drought and hail.

Rice. The indicated production of rice based on Sept. 1 condition is 36,545,000 bus., compared with 36,149,000 bus. forecast on Aug. 1. Improvement is shown in Arkansas, Louisiana and California. The small Missouri crop shows considerable deterioration. The U. S. crop as now forecast is about 3.6 million bus. below last year's production and about the same as the five-year average.

Broomcorn. The indicated production of broomcorn increased slightly from the Aug. 1 forecast. Yields were very light in the north-west Texas district and were disappointing in parts of the Oklahoma district due to heat and drought just before harvest. In Illinois fields are very weedy due to lack of early cultivation, and the brush is reported irregular in quality and length of haul. Production is forecast at 45,900 tons this year, compared with 39,600 tons last year and 55,900 tons the five-year average.

Alfalfa for seed shows the low condition of 61%, compared with 71.5% last year. Condition in Utah, the principal producing state, is particularly low.

Clover for seed shows a condition on Sept. 1 of 67.6% of normal compared with 78.6% a year ago and 77.4% the 10 year average. The condition of timothy for seed is 8.2% of normal.

Improvement in quality and condition of new hay arriving in the Baltimore market has led to adoption of grading under National Hay Ass'n standards in that market.

The Winners of Class A Golf Prizes at the Sidney, Nebraska, Outing of Colorado Dealers.



Left to Right: Jim Trimble and John Redick, Omaha; Joe Hall, Akron, Colo. John Won First Prize. Jim and Joe Tied for Second Prize.

Modern Developments in Arbitration

Address by Wesley A. Sturges, Professor of Law, Yale University, before Grain Dealers Nat'l Ass'n at Boston, Mass.

The members of the Grain Dealers National Ass'n need no introduction to commercial arbitration. They have had experience with it as a policy and practice of their Ass'n for more than a quarter of a century. Indeed, their Ass'n has been a pioneer in the modern practice of commercial arbitration by American associated business.

I wish, however, to enter into matters of definition sufficiently to indicate the distinction between the older use of arbitration and its modern practice in which your Ass'n has been a pioneer. Under the old use of commercial arbitration business men arbitrated their disputes with each other sometimes; the dispute which arose between any two business men was ordinarily only a casual controversy which usually arose out of the one and only transaction which the particular parties ever entered into. The parties had no other common interests than those involved in the particular transaction. Under these conditions business men agreed upon arbitration rather than engaging in litigation—their agreement was for only the particular case. They agreed to arbitrate only after the controversy had arisen; and oftentimes, indeed, only after litigation in court had been started.

Under modern practice commercial arbitration is not resorted to in merely isolated cases, and only after parties have become involved in a controversy. As in the case of your Ass'n, arbitration is now provided for in the by-laws, articles of membership or standard contract forms of American trade ass'ns. It is thereby made the contract of the thousands of their members with their common interests as such members. By these arbitration provisions those members agree in advance to arbitrate their business disputes when and as they arise out of their future dealings.

This modern usage of arbitration provisions is having a similar development in chambers of commerce and local business men's organizations which are not branches of any national ass'n. Within the past decade more than 150 national or interstate trade organizations have adopted this policy of arbitration as a substitute for litigation in the courts. Similar development has taken place in chambers of commerce and local organizations.

In addition to the ass'ns which have actually adopted the practice, such national organizations as the American Bankers Ass'n, the American Society of Certified Public Accountants and the National Credit Men's Ass'n have actively promoted the adoption of commercial arbitration. In addition, the American Arbitration Ass'n, a New York membership corporation, with more than 1,500 individuals, firms, business and professional men's associations as members, serves as an executive headquarters for the movement. It serves as a clearing-house for information concerning the practice; it directs research in the subject and provides its own arbitration tribunal not only to promote the use of arbitration of commercial disputes, but also for instructional and experimental purposes. It also maintains a standing national panel of arbitrators which at present numbers more than 5,000 prominent business and professional men. These persons are available thruout the different parts of the United States to serve as arbitrators in any case in which they may be chosen by the parties.

With the modern practice comes the demand for legislation which will abrogate the common law rules of revocability and non-enforceability of agreements to arbitrate future as well as existing disputes, and the demand that there be a minimum of formalities required for such agreements. Irrevocable and specifically enforceable agreements to arbitrate future disputes are the future legal support of the practice.

I would emphasize, however, that my statement is that such law as will render such agreements irrevocable and specifically enforceable are the future legal support of the modern practice. Many trade associations are providing substitute sanctions for their own arbitration agreements pending legislation which will abrogate the common law rules of their revocability. For example, the National Boot and Shoe Manufacturers' Ass'n authorize publication in its official paper of the name of any member who refuses "without justifiable cause" to arbitrate a controversy which an adverse party has offered to submit to arbitrators. You are familiar with Article VI, Section 17, of the rules of your own ass'n, which conditions membership upon willingness to arbitrate. That by-law, as you recall, provides as follows:

"Neglect or refusal to submit the subject matter of a controversy to arbitration, or failure to comply with an award of an Arbitration Com'te, shall be deemed uncommercial conduct, and the penalty therefor shall be expulsion."

These sanctions, however, are in a sense negative. They will almost invariably induce members to arbitrate. If, however, the recalcitrant party will sustain the penalty, their agreements and awards are apparently left subject to common law rules.

State Arbitration Laws.—To meet the unanimous demands of the time the New York legislature in 1920 enacted a new arbitration statute providing for the irrevocability of written future disputes clauses, as well as written agreements to arbitrate existing disputes. It also provides that such agreements shall be specifically enforceable by motion to the court for an order that recalcitrant party proceed according to his agreement and for the appointment of an arbitrator by the court if such party refuses to comply. Since that date the same provisions have been enacted in New Jersey, Massachusetts, Territory of Hawaii, Oregon, it is supposed, and in Pennsylvania, California and Louisiana. The United States Arbitration Act, which became effective January 1, 1926, also enacts the same rules for agreements to arbitrate matters of dispute arising out of transactions in interstate and foreign commerce and admiralty. The United States Arbitration Act was drafted by the Com'te on Commerce and Trade and Commercial Law of the American Bar Ass'n and was approved by the American Bar Ass'n. Credit for the enactment of the United States Arbitration Act is, in a large measure, due to the American Bar Ass'n and its Com'te on Commerce, Trade and Commercial Law.

Altho this policy concerning future-disputes clauses as well as agreement to arbitrate existing disputes has been enacted in these seven states and the Territory of Hawaii and by the Congress of the United States, a different arbitration statute has been recommended to the state legislatures by the National Conference of Commissioners on Uniform Laws. This statute has been adopted in Nevada, Utah, Wyoming and North Carolina. Like the older arbitration statutes to which we have referred, the Commissioners' Act embraces only written agreements to arbitrate existing disputes. Agreements to arbitrate future disputes are left subject to common law rules of revocability and non-enforceability.

Judging by the records of the proceedings of the Commissioners, some of them appear to have concluded that the business ass'ns do not desire that agreements to arbitrate future disputes shall be made irrevocable and enforceable contrary to common law, at least some commissioners reported to the Conference that the Chicago Ass'n of Commerce did not. Secondly, some of the Commissioners said that they thought it was dangerous policy to provide that future disputes-agreements should be made irrevocable and enforceable specifically, for at the time the parties enter into them they do not know what disputes may arise, and also that such agreements are "juggled," that is, they are slipped into contract documents by one party and the other party is caught unawares. The attitude of the Commissioners is also significant in that they induced the American Bar Ass'n to approve their act and, at least in form, to expressly repudiate the position which it had taken concerning agreements to arbitrate future disputes in promoting the United States Arbitration Act.

Concerning this divergence of opinion regarding the statutory regulation of future-disputes clauses certain observations seem free from challenge:

Most of the trade ass'ns desire that future-disputes clauses as well as agreements to arbitrate existing disputes shall be irrevocable and specifically enforceable. Their standard contracts and their substitute sanctions of publishing members' names and providing for expulsion from membership of members who refuse to arbitrate have already been cited. The attitude of the business men of Chicago seems scarcely so unanimous and certain as some of the Commissioners seem to have indicated in their proceedings. It is significant that the following organizations from Chicago supported the promotion of the United States Arbitration Act: Western Fruit Jobbers' Association of America, National Poultry, Butter and Egg Ass'n, Live Poultry and Dairy Shippers' Traffic Ass'n, American Fruit and Vegetable Shippers' Ass'n.

I will also refer you to the Year Book on Commercial Arbitration for a record of the many local trade ass'ns in Chicago, such, for example, as the Dried and Canned Foods Ass'ns of Chicago, with its active membership of some sixty Chicago firms of wholesale grocers, dealers and brokers in canned and dried fruits, whose members do business in Chicago under agreements to arbitrate their future disputes.

The Commissioners of six states voted against

the act. Commissioners of twenty-three states voted in its favor. No participation is reported for Commissioners of nineteen states.

The American Bar Ass'n had 23,450 members at the time of its annual meeting in 1925, of whom 1,839 members were present at that meeting. Of that number 175 voted in favor of the Commissioners' Act, 26 voted against it. The same relatively insignificant quorum and vote expressly repudiated the position of their Ass'n and the work of its Com'te on Commerce, Trade and Commercial Law in connection with the United States Arbitration Act.

Commissioners' Act Inconsistent.—It is also in point to note that the Commissioners' Act is inconsistent with the English Arbitration Act of 1889, and apparently inconsistent with the law of almost every other country in the world (Brazil is excepted). It is likewise inconsistent with the following protocol on arbitration clauses submitted by the fourth assembly of the League of Nations to the member nations for adoption on September 24, 1923:

"Each of the contracting states recognizes the validity of an agreement whether relating to existing or future differences between parties subject respectively to the jurisdiction of different contracting states by which the parties to a contract agree to submit to arbitration all or any differences that may arise in connection with such contract relating to commercial matters or to any other matters capable of settlement by arbitration, whether or not the arbitration is to take place in a country to whose jurisdiction none of the parties is subject."

The Commissioners' Act is inconsistent with the judgment of the Supreme Courts of Colorado and Washington. Both have recently held that future disputes are at least irrevocable. They take the position that if the practice of arbitrating is worthy there is no reason why parties cannot contract irrevocably for the remedy.

The Commissioners' Act is inconsistent with the judgment of every American judge who, in recent years, has expressed an opinion concerning the common law rules of revocability of agreements to arbitrate. They are unanimous in expressing regret for being bound by the doctrine of stare decisis in this particular instance.

As a result of this departure in the Commissioners' Act, the American Arbitration Ass'n has drafted and submitted to the legislatures of the several states a substitute Uniform State Act which is patterned after the United States Act and the new statutes of such states as New York. It was adopted by California and Pennsylvania in 1927 and by Louisiana during the current year.

Difference Between the Two Laws.—Let us turn now to the second important difference between the United States Arbitration Act and the Commissioners' Act. Indeed, even among the statutes of the states which are patterned after the United States and New York Acts as respects future-disputes clauses, there is want of uniformity on the question.

It has been uniformly decided by the judges in the common law cases that the arbitrator is empowered to decide both the law and fact of the case under a general submission.

Only if the arbitrator makes a mistake of law apparent on the record of the submission and award, will the award be set aside in equity. And it is not a "mistake" merely that the arbitrator decides differently from what the court would have decided. Only if he obviously assumes the law to be different from what it is and decides the case on the basis that his assumption is correct—"a mistake on his own principles"—is there a "mistake."

The Commissioners' Act abrogates these common law rules with respect to arbitrations had under its provisions. It provides as follows: "The arbitrators may, of their own motion, and shall by the request of a party to the arbitration:

"(a) At any stage of the proceedings submit any question of law arising in the course of the hearing for the opinion of the court, stating the facts upon which the question arises, and such opinion when given shall bind the arbitrators in making their award.

"(b) State their final award in the form of a conclusion of fact for the opinion of the court on the questions of law arising on the hearing."

The Commissioners' Act is the only recently enacted arbitration statute which does not embrace future-disputes clauses but does provide for the reference of questions of law to a court. In so providing for the reference of questions of law to a court it is also a departure from all of the older arbitration statutes in the American states except that of Illinois.

In order to set forth the variations from the common law rule which are enacted by the other English and American arbitration statutes which have been enacted, I will quote from the pertinent sections of the several statutes.

The English Act of 1889 provides that "Any . . . arbitrator may . . . at any stage of the proceedings . . . and shall, if so directed by the court or a judge, state in the form of a special case for the opinion of the court any question of law arising in the course of the

reference." Under this provision either party can require the arbitrator to refer any question of law to the Court, for if the arbitrator refuses to do so, the court, on application by that party, will order the arbitrator to do so. An English court has held that an agreement by the parties to an arbitration clause not to make an application to have any questions of law referred to the court as authorized in the Act is void, for it is said to be an attempt to oust the court of jurisdiction. [28 Com. Ca. 29 (C. A.)]

Under the new Massachusetts Act "any question of law may" be referred to a court if the arbitrator desires to do so. He is required to do so in such case "upon the request of all parties" to the arbitration. However, any one party may apply to the Superior Court to instruct the arbitrator upon "a question of substantive law" and the court shall do so "in its discretion."

The Pennsylvania Act provides for the use of the Uniform Declaratory Judgments Statute, which has been adopted in that state, as follows: "The arbitrators or the parties to the arbitration, with the approval of the arbitrators, shall have the right to apply to the court, at any time during the arbitration proceedings, for the determination of any legal question in accordance with the terms of the Uniform Declaratory Judgment Act."

The statutes of New York, New Jersey, Territory of Hawaii, California and Louisiana, and the United States Arbitration Act, and the Draft Act (submitted by the Arbitration Association) have no such provisions.

The problem, it is submitted, is less a matter of what types of questions shall or shall not be finally determined by the arbitrators in all cases and more a problem involving the following questions: (1) Shall an arbitration statute allow the parties expressly to agree that their arbitrator shall finally decide on all or only some classes of questions affecting their case and still have the benefits of the Act? (2) If both parties to an arbitration agreement desire to stipulate that either party may have recourse to a court on any aspect of their case, shall they be allowed to do so and still have the benefits of the Act? (3) If their agreement to arbitrate is silent on any such recourse to the courts shall it be granted unless both parties agree thereafter to make such reference to a court? Under the Commissioners' Act, although the arbitration agreement is silent on the matter, either party can invoke the court on a "question of law," regardless of the wishes of the other party.

Lastly, it seems to be an open question how far such statutory provisions concerning the reference of questions of law to a court as are contained in the Commissioners' Act are really designed to bring an arbitral hearing within the technical rules of trial court practice. How far are the technical rules of the law of evidence, the law rules regulating the competency and creditability of witnesses, the legal rules with respect to opening and closing of cases, imposed upon arbitrators by the Commissioners' Act, in derogation of common law rules?

It will be recalled that the Massachusetts Act seeks to distinguish between "any questions of law" and "a question of substantive law." The arbitrators are required to refer the former upon the request of "all parties," but "a party" can require an instruction by the court upon the latter if the court in its discretion shall give it. It is inferred that questions of "procedural law," whatever that term may mean, which may arise in a particular arbitral hearing, are not referable to a court unless both parties so request.

Under the Commissioners' Act "any question of law" shall be referred upon the request of "a party." Indeed, the Commissioners' Act further expressly provides that it shall be cause to vacate an award "where the arbitrators were guilty of misconduct, in refusing to postpone the hearing upon sufficient cause shown, or in refusing to hear evidence, pertinent and material to the controversy." Are questions of "sufficient cause," are questions of what is "evidence pertinent and material," "questions of law" to be referred to a court and taken out of the hands of the arbitrators if either party so desires? And if the court decides in the affirmative, will it decide those questions as they have been decided in cases of actions brought in court? In short, it may be suspected that the Commissioners intended to turn an arbitration into another type of trial court proceeding with all or at least many of the technicalities which surround modern trial court practice.

I have given this extended consideration to these problems involving future-disputes agreements and the reference of questions of law to a court because of their importance. They are the two most important issues which must be dealt with in any new legislation which may be proposed to meet the modern developments in the practice of commercial arbitration. Such proposed new legislation is now before a great number of state legislatures.

Support the United States Act. — Will the members of the Grain Dealers National Ass'n. a pioneer in the modern practice of commercial arbitration, take a positive stand on these issues and exert their influence on the arbitration

legislation in their several states? If you believe in the policy of providing for arbitration of disputes before as well as after a dispute has arisen; if you believe in ending the case once and for all by the honest decision of the arbitrator, without his sharing questions of law with a court, or judge, then help to promote such state arbitration legislation as is patterned after the United States Act and oppose the Commissioners' proposed State Arbitration Act.

A Miniature Elevator.

A complete terminal elevator performing every function of such a house from unloading boats and railroad cars to loading out after weighing has been constructed on a scale of 2,000 to 1 by the weighing department of the Chicago Board of Trade. It is an enlargement with additions to the earlier model that has proved so successful in demonstrating the operation of a grain elevator. The new model has at one side a grain-laden steamer in a tank of water, and the whole exhibit stands 7 ft. high.

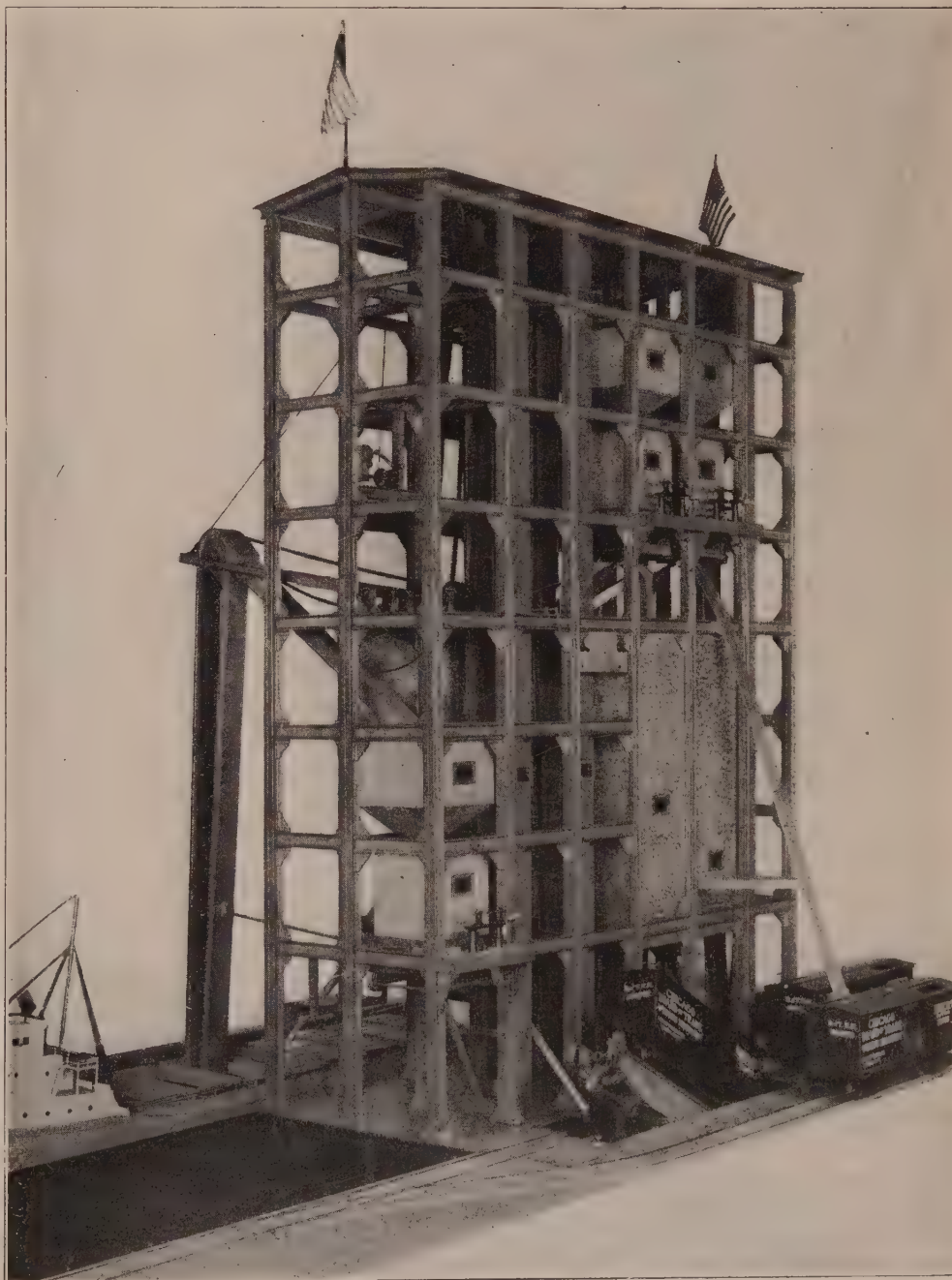
The scale mechanics employed by the Department worked on the model in their spare time during the past 3 years. They were keenly interested in it and the finished product is a credit to their workmanship.

Various metals were used in the construction of the elevator and vessel, not only steel, aluminum, brass, bronze, but also monel metal and alleghany metal were used. As all materials used were selected for their fitness and permanency, the model should last indefinitely.

Thousands of holes were drilled; thousands of bolts and rivets were fastened or driven. In fact the exact number of the rivets driven is 10,772 and 2,152 bolts were used in the construction of the elevator and its machinery. This, aside from the bolts and rivets used in the box cars and in the boat.

The essential component parts of the model are: 1 unloading car dumper, 3 freight cars, 3 elevating legs, 1 marine leg, 3 hopper scales, 1 boat.

H. R. Sumner, former sec'y of the International Crop Improvement Ass'n, is now sec'y of the Northwest Crop Improvement Ass'n maintaining headquarters at Minneapolis. P. H. Stewart, former agronomist at the Nebraska Experiment Station, replaces him with the International Crop Improvement Ass'n.



Model Terminal Elevator Built by Weighing Department of the Chicago Board of Trade.

Chlorpicrin as a Fumigant.

BY HARRY C. KUHN

Chlorpicrin is a complex organic chemical, poisonous, but not deadly to humans, manufactured solely by the Isco Chemical Co., sold under the trade name of Larvacide thru its selling agents, Innis, Speiden & Co., distributing principally to and thru expert fumigation engineers.

The fact that Larvacide has the property of causing irritation to the eyes when present in very small quantities in the air, makes it a virtue in announcing the presence of a gas which is poisonous in high concentrations. It is a problem to apply Larvacide in a manner which will not make it an inconvenience to the one who is making the application, or to those who are forced by circumstances to occupy during the course of their work, spaces recently fumigated with chlorpicrin.

There have been a multitude of experiments made in applying it in various fields. Some of the findings covered are the fumigation of grain in transit and in elevators; flour and other milled products of all descriptions in process of being manufactured; tobacco in storage; rice, dried fruits and all sorts of food products; leather, over-stuffed furniture, clothing, textiles and all sorts of articles into the fabrication of which materials have entered, which make a good feeding ground for them; also the fumigation of the cocoons of the silk worm in order to destroy the worm without injuring the silk; the killing of rattle snakes which live in caves in some of the extreme southern United States, the fumigation of apartment houses, steamships and Pullman cars, and other places that are commonly infested with forms of insect life which are disagreeable and at times dangerous to human beings; the fumigation against rodents or other lower forms of animal life which are found in the open and also infesting mills, dwellings, steamships, etc.

In the summer of 1921 Isco Chemical Co. became interested in the possibility of using chlorpicrin as a fumigant, due to the fact that the manufacture of it would furnish a new outlet for chlorine, a primary product with them.

When Isco Chemical Co. reached this phase in the development, after much thought, it decided that it could develop some mixture or means of applying chlorpicrin as a fumigant which would volatilize and reach full gas concentration, it would be well for it to do so, as its findings seemed uncertain in regard to rate of volatility and concentrations necessary to kill various forms of life, and upon other phases of its work. With this end in mind, the Isco Chemical Co. thought of the idea of placing a quantity of chlorpicrin in a strong steel cylinder and adding to the cylinder sufficient gas under slight pressure to allow a full discharge of the chlorpicrin into the atmosphere in the form of a fine mist. During the operation of charging a cylinder in this manner, a certain amount of the compressed air is introduced into the solution itself due to the solubility of it in chlorpicrin. It is its belief that gas so held causes a more hasty volatilization of the chlorpicrin due to the fact that small bubbles of gas escaping with the liquid tend to break the mist which is delivered thru the nozzles up into more minute particles. Cylinders have now been perfected which automatically release Larvacide, chlorpicrin. These cylinders contain one, three, five and twenty-five pounds, respectively.

Isco Chemical Co. has also developed an idea which allows a 100-pound cylinder to be discharged into the atmosphere by an appliance which is entirely independent of any pipe lines connected with air compressors or other source of gas pressure which are usually used in mill fumigations with other fumigants.

Isco Chemical Co.'s early experience in spray-mills and warehouses brought them to a conclusion that chlorpicrin used in this manner will kill any insects of lower forms of animal life with which it comes in contact if a suf-

ficient concentration of the gas is present in the space occupied by them. It found, however, that upon applying a definite amount, say, one pound of Larvacide per thousand cubic feet of space, that it was not safe to suppose that such a concentration was actually reached in the atmosphere to be fumigated. This brought it to a point where it doubted certain statements by other observers than itself as to what concentration of chlorpicrin actually killed different forms of insects. With this doubt in mind it tried to find a reliable method for determining the exact amount of larvacide mixed with air. It was unable to find such a method, and, therefore, was obliged to design a method for itself. This took considerable time and effort on its part, but later it was found well worth its while, because after having used the method for a short while, it found that even in comparatively tight rooms into which a specific quantity of chlorpicrin had been introduced, it never reached the full concentration equivalent to that amount. For instance, in a space of one thousand cubic feet, it put one pound of Larvacide (chlorpicrin) and found upon testing the atmosphere at intervals, that it never reached a concentration of more than eight-tenths of a pound per one thousand cubic feet of space. It found it necessary to add about twenty-five per cent more material per one thousand cubic feet of space than one wishes to have actually present in the atmosphere during the period of fumigation.

Isco Chemical Co. made many tests and as a result came to the conclusion that by using its automatic Larvacide cylinder charged with chlorpicrin under pressure, it took just sixteen seconds to discharge the contents of a one pound cylinder and that the full concentration expected, uniformly distributed, was reached at the end of about thirty seconds. It further found that it was necessary to have actually present about eight-tenths of a pound of Larvacide to a thousand cubic feet of space in order to kill such insects as they were able to obtain to expose to this atmosphere. These insects were placed in rather inaccessible places and in every case the kill was complete. It found that chlorpicrin will penetrate thru large paper bags, and that the gas will penetrate into seemingly impossible places, where there appears to be very little chance for the circulation of the gas to take place.

With the reassurance given by Isco Chemical Co.'s work it then attempted more pretentious fumigations in a commercial way, and since its first few attempts they have been gradually gaining more confidence and more thoro kills in all of their field work. It has had some experience in fumigating large mills containing about three million cubic feet of space with satisfaction. Re-infestation is bound to take place with the introduction of new grain thru receiving second hand bags into such plants.

The Isco Chemical Co. thru its sales agents, Innis, Speiden & Co., has established in several cities fumigating companies who are now engaged in the fumigation of all sorts of articles, such as upholstered furniture, bedding and food products, in small chambers perfectly tight, which are easily loaded with these various articles of insect infested nature. They have fumigated lake steamers, apartment houses, warehouses, private dwellings, country clubs, against all sorts of infestations and have found that with the proper application of Larvacide (chlorpicrin) a successful kill is sure to follow.

R. W. Dunlap, acting sec'y of Agriculture, making an address in Ohio recently declared: "No amount of law-making can cure all the ills of the farmer. We must do most of the curing by applying medicine of our own. He cited the continual increase in efficiency of agricultural production and the necessity for shifting more workers from agriculture to other lines as one of the causes for over-production, since farmers dislike to change without economic necessity forces them.

Chicago Board of Trade Post of American Legion Wins High Honors in State Meet.

BY WILLIAM C. EATON, BUSINESS MANAGER

The Chicago Board of Trade Post No. 304, American Legion, ran away with a number of high honors at the recent state competitive meet held recently in Waukegan, Ill., and but for a slight technicality, would have landed all 'round first place honors. As it was, they hold the legion record for cadence.

This is striking indeed, when one considers that the Post's Drum and Bugle Corps of 65 men was routed from a mediocre outfit attending last year's convention at Joliet. The corps is not quite two years old, having begun its career with a nucleus of eleven men on its roll call, and is composed of men identified with the various branches of the grain and cotton trade of the Chicago Board of Trade, including sixteen brokers.

At the convention this year, much favorable comment was heard along the line of parade on the snappy uniforms worn by these legionnaires, as well as on the military marches played. This corps has a repertoire of over 30 selections, an enviable record, when considering that most corps have a great many less.

The Board of Trade members, officers and directors have expressed their pride, backing the corps with funds and encouragement. They feel we are serving our Exchange in the way of good publicity. They are glad to serve those who so heartily endorse our efforts.

The Post will leave for the National Legion Convention of the American Legion to be held at San Antonio, Tex., Oct. 8 to 12, leaving by special train on Oct. 4, stopping off enroute at Kansas City, Tulsa, New Orleans, Dallas, Houston and Memphis. The Post will parade thru the streets of each of the cities mentioned. The fare on this trip, including meals and all other expenses, is \$100, and any one identified with the Board of Trade is welcome to accompany the corps on this trip thru the south.

Since its inception, this Post has maintained for its standard the principle of fair play, friendly relations with its member Posts and comrades. Their record attests this statement.

Corn products factories manufactured products valued at \$134,410,069 during 1927, according to the biennial census of industries, showing a gain of 1.1% over the 1925 census.



Drum and Bugle Corps, Chicago Board of Trade Post of the American Legion.

G. D. N. A. Holds 32nd Annual Meeting at Boston

The 32nd Annual Meeting of Grain Dealers Nat'l Ass'n was called to order in the Georgian Room of the Statler Hotel, Boston, at 10:00 a. m. Monday, Sept. 24, by Pres. C. D. Sturtevant of Omaha.

The invocation was delivered by the Rt. Rev. Charles Lewis Slattery, D. D., Bishop of Massachusetts.

Albert K. Tapper, Pres. of the Grain & Flour Exchange, welcomed the dealers to the Hub of the Universe and outlined the extensive plans for their entertainment.

S. P. Mason of Sioux City in responding thanked the members of the Boston Exchange for their warm welcome.

Alex MacDonald, Boston, announced a long list of attractive prizes for attendance at Tuesday and Wednesday sessions. The announcement was received with deep interest and some amusement.

PRESIDENT C. D. Sturtevant of Omaha announced that he would abridge his report and present only the more important subjects.

President Sturtevant Looks Into the Future.

Instead of reviewing the past it seems proper that I should attempt to look somewhat into the future and should try to advise you briefly of some of the problems that will probably confront us during the coming year.

Arbitration and Trade Rules: The record of our arbitration and appeals cases is an index of our progress. Originally we started with one arbitration committee. The number of cases increased so fast that no one committee could handle them, so our constitution was changed to provide for seven committees in order that we might handle the arbitration business of the Association without placing any undue burden upon our arbitrators.

The day is now fast approaching when we may, if we please, reduce the number of our committees because of insufficient business. A few years ago when I was serving as chairman of Arbitration Committee No. 1, there was never a time but that the committee had five or six cases before it for consideration. Recently one of our leading arbitrators complained to Secretary Quinn that he had not had an opportunity to consider an arbitration case for months.

I believe the reason we have fewer cases for arbitration is because the grain trade has advanced to a higher plane of business ethics, because our members are becoming broad-minded, because thru the efforts of this Ass'n they are able to understand "the other man's side" of a controversy, because they realize that it is not only more ethical but more business-like and more profitable to adjust a difference upon a friendly basis rather than to allow it to go to arbitration or litigation, and finally, because through the efforts of our Trade Rules and Arbitration Committees the members of the trade have a better understanding of their rights, and through the medium of arbitration decisions and the opinions of the Trade Rules Committee they can themselves determine the right and wrong of nearly any controversy without submitting it to one of our "juries of experts." The thanks of this Association are due to the chairman and members of these committees who have labored so earnestly to bring about this result. I hope the time will come when our docket will be clear and our records will show there are no pending controversies between members of this Association.

Transportation: Most trade associations maintain an expensive traffic department with highly paid executives to protect their interest. This Association has been most fortunate for many years in having the services, free of cost, of one of the leading traffic experts of the country. Mr. Henry L. Goemann is recognized by all as such an expert and we are most fortunate in having his services.

The Grain Products Committee, the Committee on Uniform Grades, and the Committee on Crop Reports will all report to us at this convention. Their work is of great interest and value to the members of this Association. It is a part of the routine which does not attract publicity, but the work is no less valuable on

that account, and I want to extend my personal thanks to the chairman and members of these committees for their earnest efforts on behalf of the Association during the past year.

Jurisdiction: At this time last year we had pending, a controversy with one of the terminal markets on a question of jurisdiction. Mr. Mason was appointed chairman of a special committee to iron out this difference, and I am pleased to advise you that this committee was entirely successful in its efforts and as a result he will present for your consideration, an amendment to the Trade Rules which will clarify the position of this Association as to the application of the rules of terminal markets to arbitration cases.

Membership: For the first time in several years the Association is closing its year with more direct members in good standing than at the beginning of the year. This very pleasing situation is due to the fine work of the Booster Committee who has labored so hard to get new members. Continuous effort is necessary to keep our membership from declining, and I trust the Booster Campaign for the coming year will be as successful as it has been during the past.

Agricultural Policy: At the last convention we adopted resolutions favoring a National Agricultural policy to include:

Lower rail rates on agricultural commodities.
Development of inland waterways.
Tariff protection for farm products.
Condemnation of reclamation projects that would bring additional farm acreage under cultivation.

Development of water power for the production of commercial fertilizers.

Co-operation of crop improvement and diversification.

Representatives of this Association have taken an active part in the various proceedings bearing upon those matters.

I. C. C. Docket 17000—Part 7. Hoch-Smith Resolution: This is the most exhaustive investigation ever conducted by the Interstate Commerce Commission, and hearings have now been in progress for more than a year. It is expected they will be completed and the case decided during the coming year. I am quite sure it is the opinion of every grain man who has attended these hearings that the result of the decision will be to materially reduce the cost of transporting grain, and that this definite step in the program for farm relief will be made effective in time to apply to next year's crops.

Your president and other grain trade representatives have been active in the Inland Waterways development program. The Denison Bill increasing the capitalization of the Inland Waterways Corporation was passed by the last Congress and became law. This bill provides for a greatly increased barge line service on the Mississippi-Missouri system. Grain is already moving down the Mississippi river from St. Paul to New Orleans, and we have every assurance that within a very short time the Missouri river will be open to Sioux City, thus affording an all water route from the farms of the middle-west to foreign countries via the port of New Orleans.

Increased Duty on Corn: There is now pending before the Tariff Commission in Washington a petition for the increase of the duty on corn from 15 cents to 22½ cents per bushel. Considerable data was presented to the Commission, and a decision is expected in the near future.

Tax on Futures: Mr. Leslie F. Gates for the Chicago Board of Trade, appeared in Washington before the Ways and Means Committee of the House of Representatives and presented arguments why the tax on futures should be repealed. Your president appeared and supported Mr. Gates and in addition presented arguments why this tax should not be applied to transactions in cash grain in case Congress should decide to allow it to remain on futures.

As a result of this hearing the House Committee eliminated this tax from the new bill. I regret to state that the Senate restored it and that it was written into the new law in spite of our earnest efforts to the contrary.

We are now actively engaged in an effort to convince the Internal Revenue Department that this tax has no application to sales of cash grain. This effort will continue until we are successful. We are sure of our position and are convinced that a tax on sales of cash grain in carloads is both illegal, inequitable and unprofitable for the government, besides placing an undue burden upon our commerce.

This question could undoubtedly be settled for all time through legal proceedings, but this

will be resorted to only in case we are unable to convince the Department that we are right and that we mean business.

Dues: A year ago a special committee was appointed to consider the question of raising the dues of the Association, and that committee will make a report to you later in the session.

I am very much of the opinion that the dues of this Association should be increased. It seems ridiculous that an organization which is trying adequately to represent the grain trade of the United States in national matters should be handicapped by lack of funds properly to carry on its functions. Certainly dues of \$20 a year are too low for such an organization.

It is quite true that our finances are in good shape and that we are closing the year with as much money on hand as we had a year ago, and with a reserve fund of \$5,000, available for emergencies. But that does not mean that we are financially equipped properly to carry on our activities. It means that we are not doing many of the things we should do.

In recent years our legislative work has become the most important of our many activities. At every session of Congress legislation is proposed that would seriously affect our interests, and some of which, if enacted, might annihilate our present grain marketing system. We have to appear in Washington in opposition to these measures, but in many cases are prevented from doing so by lack of funds.

I believe our secretary should spend a large part of his time in Washington when Congress is in session, and that his presence there would be of incalculable benefit to the trade. It has even been proposed that we should move our office from Toledo to Washington, but if that is impractical, certainly funds should be provided to maintain a representative there, and this should be done by increasing the dues.

Legislation: Last year at this time after President Coolidge had vetoed the first McNary-Haugen Bill that passed the gauntlet of both houses of Congress, we were faced by the prospects of a similar enactment by the coming Congress, and as you know, this bill was revised and passed both houses and was again vetoed by the President. This second veto, which was one of the strongest documents ever presented to any Congress by a President, together with the refusal of both political parties to endorse this pernicious theory, seems to have finally buried the equalization fee in political oblivion.

Both political opinion and public opinion, however, is beginning to crystallize on some of the outstanding features of the general problem. It is almost generally conceded—at least by the politicians—that it is the duty of the National Government, by legislative enactment, to attempt to increase the prices of the products of the farm as compared with the prices of other commodities, including labor and transportation. I believe, therefore, that no matter which party comes into power next March, an effort will be made to enact legislation that will accomplish this purpose. Just what form such legislation will take it is impossible to predict, although it seems probable that it will encourage and foster the extension of the co-operative marketing idea by means of governmental aid.

The "Export Debenture Plan" briefly, would provide a subsidy on the exportation of agricultural products, which, in the case of grain would (it is proposed) refund one-half of the prevailing duty of 42 cents on wheat and 15 cents on corn. Export Debenture Certificates issued for this refund would be accepted by the Federal Government in payment of importation duties. Such certificates would have a market value closely approximating their face value. If the Federal Government in its wisdom decides that agricultural producers should have a subsidy in order to bring them to an equality with other lines of endeavor, the Export Debenture Plan is a simple economical and painless method of taking money out of the pockets of the taxpayer and giving it to the farmer. No expensive machinery or bureaucratic control such as was contemplated in the case of the equalization fee would be necessary. The taxpayers would assume the burden of the agricultural subsidy, the farmer would receive more money for his product, and the consumers would pay more for their food.

Such a plan, as is the case with every other plan for the artificial stabilization (meaning increase) of farm values, would be open to the basic objection that it would result in increased production such as was experienced during the war when an artificial stimulus was applied; and eventually if the plan worked, our production of wheat, for instance, would increase to a point where the exportable surplus would equal or exceed in amount, the volume of domestic

consumption, and the taxpayers' burden would become intolerable. The world's surplus would also be increased and would depress export values to a point where the producer would be no better off than he is at present.

As I have repeatedly stated, the members of the grain trade are more interested in seeing higher values for grain than are any other part of the body politic with the sole exception of the farmer himself. It seems almost unnecessary to repeat that a middleman can make greater profits and earn greater commissions and storage charges when handling high priced rather than low priced commodities, and that the grain trade as a whole would be more prosperous if higher prices prevailed for farm products.

We, therefore, would welcome and endorse any sound, economic plan that would permanently increase farm values. Any plan that would not be based upon the fallacy of stabilization (in this sense meaning manipulation) through governmental aid.

No such plan has as yet been presented, and in the very nature of things no such plan can be produced from the brains of our political masters.

None of our institutions are perfect. They are all, including the grain industry, in a state of flux, of progress, of development and of improvement. The grain trade is not lagging behind in this program of progress, and in spite of investigations, restrictive laws, governmental regulations, and political abuse, it is keeping step, if not taking the lead. Even that arch-priest of co-operation, Aaron Sapiro, admits that co-operative organizations "can't handle wheat any more cheaply than the elevator companies now operating in the United States because they have their system perfected so that we cannot hope to excel it."

If this be true, and if Sapiro says it, it must be true, why single out the grain trade, one of our most efficient institutions, for annihilation? Why not attempt something new in other efficient lines of endeavor? Why not government ownership of railroads so that the products of the farm may be transported in competition with the grain of foreign countries, but at a loss? Why not take over the banking business and put an end to the burden of high interest rates due to Wall street speculation? Why not abolish "trial by jury" with all of its attendant delays and miscarriages of justice and adopt a system of law enforcement that would protect society from the depredation of the criminal element?

If co-operation is good for the grain trade, why not apply it to other lines of industry? Give us government aid and money to buy our coal and groceries co-operatively and put the coal and grocery dealers out of business. If co-operation is a panacea for industrial ills, why not apply it universally and be Socialists?

Why is the grain trade signaled out for persecution? The answer is because political ambition, fanaticism, and private interest has centered upon the agricultural problem and public interest has been attracted by the glittering plans of impractical dreamers due to the pernicious propaganda of the Committee of Twenty-Two and other organizations of the same kind, and because political agitation for farm relief is, in the opinion of the politicians, a "vote getter."

In my report a year ago I made the following statement:

"Conceding there is a farm problem, and that prices of farm products should be raised to a higher level as compared with the prices of all other commodities; how is this to be accomplished? Shall we tax the public and subsidize the farm directly or indirectly by means of an export subsidy? Shall we reduce the tariff and thus theoretically reduce industry and labor to the level of agriculture? Shall we promote co-operative marketing on a national scale and thus theoretically only eliminate the middleman and his profits? Shall we organize the farmer so that he can hold back his products for higher prices? Shall we use any of these, or many other political remedies that have been proposed by the so-called farmers' friends, or shall we apply to the agricultural problem the same methods that industry and the railroads used when confronted by hard times after the war?"

"They have successfully deflated and have come back to a high degree of prosperity. Agriculture has successfully deflated and has come back, possibly not to such a high degree as other lines, and now we want to bring it to the top. Did industry demand a subsidy or co-operative marketing or an equalization fee? Did they prosper by organizing to hold their products off of the market? Did they increase their profits by reducing their surplus?"

"On the contrary the progress of industry, labor and the railroads is the direct result of the production of additional surplus, but at little additional cost. More products per machine, more profits for the employer, more products per man, and more wages for the man.

"Agriculture has done the same thing but not to such a marked degree, and I believe the solution of the farm problem is in the economic field rather than in politics. The best minds in the country are working on it today, studying every phase of farm production and marketing.

That is a good American way to solve a business problem; first find the trouble and then apply the obvious remedy, whatever it may be."

That statement is just as sound today as it was then, and we are beginning to hope that possibly out of the chaos of political agitation for farm relief there may come a plan that will solve the problem upon a sound, economical, non-political basis.

The Brookings Plan.—Perhaps the plan proposed by Robert S. Brookings, founder of the Brookings' Institute, which is now before the Senate Committee on Agriculture, may be the "light in the wilderness." Mr. Brookings' plan, briefly, is to industrialize the farm and to conduct agricultural production through large corporations upon a sound economic basis. When industries combine they close down the unprofitable plants. Mr. Brookings' plan would be to consolidate large acreages under corporate management, abandon the unproductive acreage, and through rotation of crops and summer fallowing to produce more bushels at a reduced cost.

If the farming industry demands equality with other industries, it should adopt the successful methods of these other industries and eliminate unprofitable plants from production, conserve man power, and reduce costs according to accepted modern methods, and should not demand that government aid be granted to permit inefficient plants to remain in operation.

I believe this plan merits earnest consideration. It seems to be a step in the right direction at least to the extent that it proposes a method of farm relief upon a business-like basis, unburdened by bureaucratic control or governmental pap.

In conclusion it is my pleasure and privilege to try and express my appreciation for the wonderful service rendered to the Association by the directors, committee chairmen and members. Such associates make this position a sinecure and a pleasure. I am sure no president could ever have pleasanter relations and such hearty co-operation as I have experienced.

HON. MALCOLM E. NICHOLS, Mayor of Boston, welcomed the dealers to the city and expressed the fervent hope that the grain dealers would follow the example of other people of good judgment and make it their permanent home.

CHAS. QUINN, Toledo, Sec'y-Treas., read extracts from his annual report which follow:

Sec'y's Annual Report.

Farm Relief.—In the beginning agitation took the form of direct hostility to grain middlemen who are accused of waxing fat at the expense of the producer. Today this argument is seldom heard. The farmers, having gone into the grain business thru their co-operative companies, have learned the truth. They now know that grain is handled on the smallest possible margin of profit and that the charges made by their leaders against the grain dealers of the country were untrue. The farmers co-operative companies have been successful only where they were in the hands of competent local managers. Hundreds of them have gone to the wall and those that remain survive only because they follow the best practices of the independent grain trade.

This step forward in the evolution of the co-operative movement is significant. It has compelled the enemies of the present system of grain distribution to occupy new ground. Today they do not argue that the ills of the farmer are traceable to the "rapacious middleman," but to other causes that were never mentioned when the agitation began in 1920-21.

The political shibboleths of the moment are "Equality for Agriculture," "Give the Farmer His Share of the National Income," "Either Raise the Farmer Up to the Level of Labor and the Tariff Protected Interests or Lower These Interests to the Level of the Farmer."

Nothing is said about the alleged excessive toll of the middleman. This is a distinct gain for the grain trade. It relieves it from an onus it never deserved. However, it throws the whole problem of farm relief into politics and this is bad for both the farmer and the grain trade because the economics of the situation are lost sight of in the scramble for office. It mixes up the question of farm relief with the tariff, prohibition, foreign policy and other purely political questions most of which are decided by the voters on the basis of inherited prejudice.

"When we go into co-operative marketing activities, do we say that we are simply going to try and get some little economy in the handling of wheat? No, because you and I know that we can't handle wheat, as far as the physical handling is concerned, any more cheaply than the big elevator companies that are now operating both in the United States and at terminal points and in the export handling of grain.

"When it comes to the economies of physical handling they have that system perfected so that we cannot hope to excel it. Those wheat producers who talk about co-operative marketing as though it is some divine system which is going to assist in some way in cutting down the

handling charges of wheat are simply fooling themselves.

"We don't say that the purpose of co-operative marketing is to introduce any economy in the physical handling of grain, because we think that particular point is absolutely too trifling to bother about. What are we trying to do? When we talk co-operative marketing we say this: We are interested in raising the basic level of the price of wheat!"

This address was taken from "Co-operative Wheat Marketing," published by the National Wheat Growers Advisory Com'te, Chicago.

Raising the Basic Price Level.—Mr. Sapiro's admission that the grain trade is handling wheat so efficiently that it is useless to endeavor to improve upon the system is only what the farmers have learned from their own co-operative efforts. In this address he definitely abandons the position that the cause of the farmer's troubles is due to the middlemen and he moves on to the position that relief can come only from "raising the basic level" of prices.

And this is the argument that the grain trade is now called upon to meet because it has been adopted, for campaign purposes, by the two great political parties, both in their respective platforms and in the acceptance speeches of their candidates.

If the farmers, thru co-operation among themselves, could not reduce the spread between the producer and the consumer the only thing left was to increase artificially the cost of the grain entering domestic consumption. Obviously the price could not be raised on the surplus because the surplus must be disposed of on a world level. The equalization fee was simply a scheme to differentiate between the price of the domestic grain and the grain that went for export. But the bill failed to secure Presidential approval for reasons known to everyone, not the least of which is that it is unconstitutional.

One may only surmise what the next step will be. The platforms of both parties and the acceptance speeches of both Mr. Hoover and Governor Smith leave much to be desired. No specific programs are outlined, although both candidates, by implication at least, would recommend some form of McNary-Haugenism with the equalization fee eliminated.

Mr. Hoover in his acceptance speech placed emphasis on the promise "to build up, with federal finance, farmer-owned and farmer-controlled stabilization corporations which will protect the farmer from the depressions and demoralizations of seasonal gluts and periodical surpluses." And Governor Smith believes that the remedy can be found in "co-operation, co-ordinated marketing and warehousing of surplus farm products."

What are these but other attempts to raise the "basic level" of agricultural prices through artificial means?

How Stabilize the Price.—How can any corporation "stabilize" the price of grain like wheat that has a large surplus which must be exported? No corporation that can be formed will possess magic or supernatural powers, even if it is "farmer-owned and farmer-controlled." As soon as the corporation buys and stores the surplus the buyers know it and consider the grain bought as part of the world's supplies. They would know how much was stored and where it was kept. All users of wheat would know that this stored grain must find its way into consumption before the next crop is marketed. Is there any reason to think that they would not take this stored grain into account when making bids?

There is no dream more iridescent than the belief that because a crop is stored it does not affect the market price. The grain can come out at any time and the buyers know it. Granting that the price did move up sharply following the corporation's buying it would have a lessening effect upon consumption and the corporation would be faced at the end of the crop year with a heavy carry-over and another crop ready to be added to the burden of "stabilizing" the price. How is one crop to be prevented from piling up on top of another, unless the corporation gets rid of all its supplies within twelve months? And if it does this is not the buyer in the same favorable position as he is at present?

The recent heavy drop in wheat prices shows that there is no such thing as "stabilization." Wheat, being a world crop, must be sold on a world level and be subject to the natural law of supply and demand.

Why did not the all-powerful wheat pool in Canada prevent the decline in price? Officials of that pool, in a statement to their members, endeavor to represent that the pool cannot be held responsible for the decline in price. No intelligent grain dealers make such charges. They know that the pool has very little to do with world prices, altho it never hesitates to tell the Canadian farmers that it was responsible for the high prices of the last few years. If their statement is correct they must bear the responsibility for the recent decline.

The fact is that since the Canadian pool started to function, four years ago, records show wider and more frequent fluctuations than ever appeared in four consecutive years in the history of the grain markets. The Canadian

pool has failed either to keep prices up or to keep them steady.

And now we have the spectacle of both great political parties in this country bidding for the farmer vote and basing their programs on propaganda issued by the Canadian wheat pool.

But they purpose to go further than Canada. The Canadian pool is not financed by the government but by the farmers and the Canadian banks. It is a private enterprise and as such it represents legitimate business. Both the Democratic and Republican parties promise the farmers that if elected they will turn the United States treasury over to them to finance their pools because, forsooth, "the time has come when the country is justified in making an economic experiment in the interest of agriculture," and this experiment, it is obvious from the platforms of the two great parties and the acceptance speeches of the candidates, is to follow the trail blazed by Mr. Sapiro and raise the "basic level" of grain prices by "storing the surplus."

Having come to the conclusion that grain is now distributed at the lowest possible cost, and that there is no hope for the farmers in merely destroying the present system, it is proposed to use public funds to purchase farm surpluses and dispose of them on a world level at a loss to the taxpayers in order to increase the price of the products that go into domestic consumption!

Will the country make such a dangerous departure from the accepted principles of sound economics? We do not think so. Once this principle is accepted how can Congress deny the same kind of relief to other industries, like coal for example, which is overburdened with a surplus?

Your secretary has gone into the matter of legislation at some length because he wishes to have you understand the seriousness of the situation. With the Presidential campaign in full swing, and with both candidates bidding for the votes of the farmers, extravagant promises are made, promises that in the very nature of the case cannot be kept, and if attempts are made to keep them the grain trade will be thrown into great disorder.

Bills Introduced.—In addition to the several bills designed to effect farm relief, such as the measure embodying the so-called Debuture Plan, there was the Caraway Bill, S. 1093. The purpose of this measure, so its author stated, was "to prevent the short selling of cotton and grain in futures markets."

This bill was reported out of the senate without even going thru the formality of giving the grain trade a hearing. This shows the temper of Congress before a Presidential election.

Of course the Caraway bill is opposed by the Association because the grain trade knows from long experience the great value of futures trading. When the author of the bill says that "there is nothing in it to interfere with legitimate hedging, its purpose being simply to prevent short selling of grain and cotton that is not intended to be delivered," he displays an utter lack of knowledge of the functions of future trading and of the role played by the short seller. Every member of the Association understands the economic absurdity of a futures market limited to so-called legitimate hedging purchases and sales. If it were not for the speculators who at all times are ready to purchase the futures from millers and grain dealers desiring to make hedging sales, and also to make the sales of the futures to millers and grain dealers desiring to make hedging purchases of the futures, the futures market could not exist. It is not necessary to labor further this point because all practical grain men understand it perfectly. The Caraway bill, therefore, comes under the head of "dangerous" legislation because it attempts to "regulate" futures trading without a knowledge of either the importance of short selling or the effect such legislation would have on the entire marketing system. As Senator Caraway, the author of the measure, has announced that he will push his bill to a vote in the next session, it behooves the grain trade to keep a watchful eye on the progress of this proposed legislation.

The Capper Bill.—At the last session of Congress there was introduced another bill, S. 3575, "to amend the Grain Futures Act." The author of this measure is Senator Capper, of Kansas. This bill has been rightly termed "the last word in bureaucratic impudence." Should the bill become a law the Grain Futures Administration would have absolute control over the contract markets. The bill is insidious and dangerous because it does not profess to abolish the futures markets but merely to "amend" the act of regulation. The Caraway bill would eliminate the speculator from the market, but the Capper bill would so hedge him about with intolerable restrictions that he would be forced to retire.

This bill by the Kansas senator is simply another attempt on the part of the federal bureaucracy to obtain more power. It would give the Grain Futures Administration complete control over the contract grades, and the grades applicable on the futures contracts. This would likely result in drastic extension of grades applicable on futures contracts, and also in arbitrary determination of differences, the effect of which would probably be to drive out all of the buyers, because in all probability the futures markets regulations would be looked at almost

entirely from the seller's standpoint with disastrous results to the market.

Senator Capper, in recent interviews given out at Washington, blamed the futures markets for the heavy decline in the price of wheat, and expressed regret over the absence of a great co-operative marketing body in this country, but he neglected to mention the failure of the Canadian Pool to hold up the market. He has announced that he will endeavor to secure the passage of his bill to amend the Grain Futures Act, presumably on the theory that such amendments as he proposes will prevent another decline in the price of wheat. The mind of the grain "stabilizer" is indeed hard to fathom. With future trading under complete control of a federal Bureau chief the futures markets, instead of being stabilized, would be destroyed.

Growth of Bureaucracy.—An idea of the growth of bureaucracy may be gained from the fact that in 1914, only fourteen years ago, the Bureau of Markets, now known as the Bureau of Agricultural Economics, was established with an initial appropriation of \$25,000. An annual appropriation of about \$4,000,000 now goes to this Bureau alone. And still the demand continues for more and more extension of authority.

The Frazier Bill.—One of these demands is seen in the Frazier bill, S. 1159. This measure would substitute Federal inspection outright for the existing system of federal grain supervision. Should this bill, which was introduced in the last session, become law, the Bureau of Agricultural Economics would have complete charge of all grain inspectors whose salaries would then be paid by the federal government and not by the grain exchanges or the states that now have state inspection. Such a law would add immensely to the power of the Bureau and give it further control of the trade.

To offset this bill Senator Shipstead, of Minnesota, introduced S. 2533, to repeal the Grain Standards Act entirely. These two bills, one to enlarge the power of the Bureau of Agricultural Economics, and the other to take away what power it now has over grain trading, are not without their humor. The Shipstead bill, it has been said, was introduced as a "counter-irritant" to the Frazier bill. Be that as it may the farmers are beginning to sense the fact that bureaucracy is an expensive luxury whose upkeep is extremely burdensome to those it is supposed to benefit. The producer has learned that he must foot the bills while the benefits promised him are not forthcoming.

The Ass'n did not take any part in the controversy over either the Frazier bill or the Shipstead bill. No hearings were held on the former bill and as the latter measure was largely a fight among the farmers themselves it was deemed expedient to pursue a policy of "watchful waiting."

The Ass'n is committed to federal supervision but is opposed to any further extension of bureaucratic authority in the grading of grain.

The Strong Bill.—Your secretary desires to bring to the attention of the convention a bill that deserves the support of every business man in the country. It is known as the Strong bill, H. R. 13153. This bill was introduced in the House on April 18 last by Congressman Strong of Kansas.

The purpose of the measure is to protect shippers who issue drafts and send them thru distant banks for collection. Recent court decisions have virtually made the drawer of a draft a depositor in the collecting bank so that, in event the bank of collection fails, the shipper becomes a depositor in it with such rights only as ordinary creditors.

Grain dealers have always regarded such court decisions as an outrage on common justice, because the drawer of the draft is in no sense a depositor in the failed bank which bank acted only as a collection agency.

Several years ago when country banks were failing in large numbers in the middle west, many members of the Ass'n were hit hard when their drafts were applied to the assets of the failed banks. When the receivers of the banks made final settlement with the creditors the drawers of the drafts received in some cases but a fraction of the face value of their drafts.

The Strong bill seeks to remedy this condition. It provides "that transferors for collection of negotiable instruments shall be preferred creditors of national banks in certain cases," and then goes on to explain that "upon the appointment of a receiver of any national bank the transferor of a negotiable instrument transferred to such bank for collection shall be a preferred creditor of such bank in the amount of the liability of such bank as collection agency if such negotiable instrument has been collected, either in whole or in part by such bank."

Your secretary respectfully suggests that the convention endorse the Strong bill by resolution and urge its adoption by Congress. The bill imposes no hardships on anyone but simply does an act of common justice to shippers who send their drafts to distant banks for collection.

Arbitration.—The following table covers the work of the arbitration committee during the year:

Number of cases at the beginning of the convention year	29
Number of new cases filed during the year..	23

Total	52
Number of arbitration decisions during the year	23
Cases withdrawn	8
Cases settled direct	3
Cases dismissed	15

Total	52
Appeal cases pending at the beginning of the convention year	4
Cases appealed during the year	7

Total	11.
Appeal cases decided during the year..	5
Appeals withdrawn	2
Appeal cases pending	4

Total	11.
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As will be seen there were but 15 arbitration cases pending at the end of the convention year as against 29 reported at the last convention. This great reduction in the number of pending cases was largely due to the fine work of the arbitration committees during the last year. They sent in 23 decisions as against 13 for the year before.

The Ass'n has not in the last ten years had such a small arbitration docket as at present. The decline in the number of cases filed for arbitration is gratifying. It shows that the members are becoming more and more acquainted with the trade rules and with their rights and obligations thereunder. The splendid work of S. P. Mason, chairman of the trade rules committee, in answering trade rule questions has doubtless been a factor in decreasing the number of disputes.

Affiliated membership for country Shippers only.—Your sec'y desires to bring to the attention of the convention the necessity for an amendment to paragraph 3 of sub-section (c), article II of the Constitution of the Ass'n relating to membership. This paragraph reads:

"3. Country grain shippers who are members of an ass'n, affiliated with this Ass'n, shall be affiliated members of this Ass'n; but receivers, track buyers, brokers and others who are eligible to direct membership in this Ass'n, shall not, by reason of their membership in an affiliated ass'n, be entitled to rights and privileges of affiliated membership in this Ass'n."



Pres. Elect. A. S. MacDonald, Boston, Mass.

The above quoted paragraph has been the subject of considerable correspondence during the year with the sec'y of one of our affiliated ass'ns. He has enrolled in his membership several terminal market dealers who do not belong to the National Ass'n. He asserts that these several members, under paragraph 3, quoted herein, are not affiliated members of the National Ass'n and are not entitled to the rights and privileges of affiliated membership, among which rights and privileges is compulsory arbitration.

Several weeks ago one of our direct members asked for arbitration with one of these several members already mentioned and the secretary of the affiliated association refused to honor the request on the ground that the defendant in the case was not an affiliated member of his ass'n, altho enrolled as a member. He took the position that all grain dealers in affiliated territory, who were eligible for direct membership, but who choose instead to join the affiliated ass'n, were not affiliated members within the meaning of paragraph 3 and that consequently arbitration between them and direct members could be obtained only with their consent.

This position is, of course, untenable, although technically it might be sustained under paragraph 3 as it reads at present. However, it was never intended by the framers of the constitution and by-laws of the National Ass'n that any affiliated ass'n should have different classes of members, some of whom might evade arbitration while others should be bound to arbitrate all trade differences with direct members.

Such a situation cannot be permitted to continue if universal compulsory arbitration is to be made a cardinal principle of the National Ass'n.

There should be no members of the Grain Dealers National Ass'n or any of its affiliated bodies who is not subject to compulsory arbitration. A track buyer, broker, commission man or receiver who joins an affiliated ass'n and refuses to become a member of the National Ass'n should be placed on the same footing with reference to arbitration as any other member of that affiliated ass'n. He should not be allowed to become a free lance and do business with direct members under the guise of affiliation unless he abides by the compulsory arbitration rule. The mere fact that he is eligible to direct membership should not be used as a shield to protect him from the plain obligations that are assumed by all other members direct and affiliated.

Compulsory Arbitration for All.—Your sec'y respectfully suggests that paragraph 3 be amended by the inclusion of the following proviso:

"Provided, That nothing contained in this section shall be understood to relieve any member of an affiliated ass'n who is doing a grain, seed and feed business from compulsory arbitration with direct members of the National Ass'n."

Paragraph 3 will then read in full as follows: "3. Country grain shippers who are members of an ass'n affiliated with this ass'n shall be affiliated members of this ass'n; but receivers, track buyers, brokers and others who are eligible to direct membership in this Ass'n shall not, by reason of their membership in an affiliated ass'n, be entitled to the rights and privileges of affiliated membership in this Ass'n; Provided, That nothing contained in this section shall be understood to relieve any member of an affiliated ass'n who is doing a grain, seed or feed business from compulsory arbitration with direct members of the National Ass'n."

The Com'te on Rejected Applications had but one case to consider during the year.

The Grain Products Com'te was not very active due to the fact that the feed interests of the Ass'n have settled down and are working smoothly under their new feed rules. These rules have been in operation long enough now to be thoroughly understood by the feed dealers. All of the feed disputes between members of the National Ass'n are arbitrated by the Ass'n's feed committee and this committee is doing excellent work.

Adolph Kempner, chairman of the Crop Reports Com'te, will present an interesting report to the convention in which he will touch upon some recent government crop reports. These reports, as the trade is aware, have caused considerable embarrassment, not to say loss, to many grain dealers because of their inaccuracy. There have been times when the government has, almost over night, added to or deducted many millions of bushels from the reports. These changes in figures, after the reports were given out, greatly upset the trade.

The function of the Crop Reports Com'te of the Ass'n is not to gather statistics concerning growing crops or crops that have been harvested, but to act as a sort of liaison committee between the grain trade and the Department of Agriculture, pointing out the weaknesses of the government reporting system and making suggestions for improvement. The work of the committee, it will be seen, is very important and is of great value to the trade. It is, of course, always easy to criticize, but not so easy to offer constructive suggestions for improvement. The Crop Reports Com'te of the Ass'n never stops at merely pointing out the defects in the government's crop reporting work, but it always

endeavors to be of real value to the Department of Agriculture by showing how these reports may be improved.

MEMBERSHIP.

The following table shows the membership of the Ass'n—direct, associate and affiliated: Number of direct and associate members on Oct. 9, 19271,132 Direct and associate members secured since the last convention 221

Total 1,353 Direct and associate members in good standing on Sept. 22, 19281,148 Number of delinquents 66 Direct and associate members lost during the year from the following causes: Resignations 90 Gone out of business 26 Dropped for non-payment of dues 21 Dropped from membership list for violation of Section 5 of the Grain Standards Act 2

Total 1,353 Net increase in direct and associated members during the year 82

Affiliated Members.

Affiliated members reported at the last convention2,324 Affiliated members on Sept. 22, 19282,166

Decrease 158

Direct, Associate and Affiliated.

Total number of direct, associate and affiliated members reported at the last convention3,456

Total number of direct, associate and affiliated members on Sept. 22, 19283,380

Decrease 76

The convention year just closed has been more successful, from a membership standpoint, than any year since the great deflation of 1920-21. The number of new members secured is greater, and the number lost is less, than in any of the last seven years. For the first time since 1920 your secretary is able to come to a convention showing a net gain in direct and associate membership. This net gain is 82.

From 1914 until 1920 inclusive, a period of seven years, there was a net gain in membership every year. This covered the world war and the two years of prosperity that followed the signing of the armistice in 1918. These were "seven years of plenty." The law of compensation would naturally suggest "seven lean years" to follow and that is just what the Ass'n experienced. In each one of these seven lean years more members were lost than were enrolled.

And now we seem to have at last liquidated the troubles of the reconstruction period that followed the war. The seven "lean years" have come and gone and the Ass'n may look hopefully toward the future. The annual net loss has been turned into a net gain and it is hoped that each succeeding year will see an increase in membership.

It will be observed from the membership table herewith submitted that there has been a net loss in affiliated memberships during the year. This is due to the fact that the Ass'n lost two affiliated organizations. They are the Vermont Grain Dealers Ass'n and the Massachusetts Retail Grain Dealers Ass'n. These two organizations went out of existence when the New England Grain Dealers Ass'n was formed last winter. They turned all their members over to the new ass'n which is designed to cover the whole of New England. The New England Grain Dealers Ass'n has not as yet been affiliated with the Grain Dealers National Ass'n. Before the New England Grain Dealers Ass'n absorbed the Vermont and the Massachusetts organizations the National had twenty affiliated ass'ns. This number has, of course, been reduced to eighteen.

Associate Membership.—A gratifying feature of this year's membership campaign was the number of new associate members secured. Eighteen such members were landed during the year, making a total of forty-seven associate members enrolled.

Your sec'y has always believed that there was a large field which has been somewhat neglected in the past. There are many reputable firms that are engaged in the allied industries. These concerns are supported by the grain and feed trades. They supply grain and feed dealers with many products, such as ingredients that enter into the manufacture of feed, grain cleaning machinery, elevator building and engineering, belting and bags, feed milling machinery, etc. A more earnest attempt was made this year to enroll these concerns, and the success that attended the effort is cause for congratulation. There are many such firms still outside the Ass'n, but they will be continually solicited, and it is expected that ultimately most of them will join.

Why should they not become associate members? They are dealing with grain and feed dealers every day, and their interest in the success of the Ass'n is second only to the interest of the grain and feed men themselves.

One of the cornerstones of the Ass'n structure is the raising of the ethical standards of doing business. The concerns in the allied industries profit from this work as much as the direct members and they should all be asked to contribute to the Ass'n's support.

Booster Campaign.—President Sturtevant will at this convention present prizes to the four members who stood highest in the roll of honor list during the regular booster campaign which closed on July 28. These four are: Leo Potishman, Fort Worth, Tex.; the Stratton Grain Co., Chicago; E. P. Wingate, Denver, Colo., and C. B. Helm, Cleveland, Ohio.

The winner of the first prize secured 36 new members; the second prize winner landed 19, and E. P. Wingate and C. B. Helm each induced 10 to join.

The attention of the entire membership should be directed to the great work of Mr. Potishman. This young Texan proved a tower of strength to the campaign. He set the pace for the others and inspired them to unusual efforts. Every year some particular booster comes to the front as a membership getter. This was a Potishman year. The Ass'n owes him a debt of gratitude for his fine work. He has shown what can be done when a member really makes up his mind to the task of increasing the membership. The thanks of the members are also due the 71 other successful boosters as well as those who sincerely tried to get new members through the mail but failed. They all contributed to the success of the campaign.

The second prize winner was in reality Geo. E. Booth, of Chicago, who secured 24 new members. Mr. Booth, however, served notice at the Omaha convention a year ago that he would not accept a prize this year. This is because he has won several booster prizes in the past, and this year he wished to give some of the other members of the big membership com'te a chance. He wanted the other members to know that he is interested primarily in building up the Ass'n and is not doing the booster work because of the prizes that are offered. Located as he is in the great Chicago market he has many opportunities to secure new members that are denied others less favorably situated, and he did not wish the other members of the Ass'n to think that he was taking advantage of his favorable position to win prizes. His elimination of himself as a possible prize winner was manly and showed more than words his loyalty to the Ass'n.

Of course, none of the other boosters entered the campaign merely to win prizes, even tho the prizes given by the Ass'n have considerable intrinsic value. They became boosters because of their interest in keeping up the membership and making the Ass'n strong and of value to the trade. Once in the campaign, however, it is only natural that they should desire to excel the others and end the canvass as close to the top of the roll of honor list as possible.

It will be of interest to the members to know that there were seventy-five names on the roll of honor list this year. This means that that number of members secured one or more applications during the campaign. In addition to the prize winners two boosters landed 8 new members each, one got 6, one secured 5, two each induced 4 to join. There were four boosters who each obtained 3 applications, and fifteen others who landed 2 new members each. Forty-six boosters each coaxed 1 new member to sign application blanks.

It is indeed safe to say that there are few organizations in the country that can boast of such loyal and sincere members as the Grain Dealers National Ass'n. When about two hundred each year enroll in the booster canvass there is every evidence that the Ass'n is a live institution. So long as this interest is maintained the future of the Ass'n is assured.

At this convention there will be distributed a card pledging the signer to get at least one new member for the Ass'n during the coming year. At the Omaha convention such cards were signed by 105 members and, as has already been stated, seventy-five of them made good their promises. The value of the card rests in the fact that it keeps the promise in the mind of the signer. It has proved a success and it will be continued.

Change of Member's Firm Name.—Your secretary has a recommendation to make to this convention, as the result of an arbitration case which caused the directors of the Ass'n some embarrassment during the year.

One of the members was engaged as a defendant in an arbitration dispute which was in the hands of an arbitration com'te. This defendant requested your sec'y, in a formal letter, to change the name of his company, from say John Doe & Co. to The John Doe Company. Your sec'y sent the change to the board of directors of the Ass'n and it was approved as a matter of course. Some weeks afterwards the arbitration case was decided and a large award was given against the said defendant, who declined to pay it on the ground that John Doe & Co. (the defendant) was no longer in existence. He stated that the affairs of John Doe & Co. had been liquidated in the courts, that the company was insolvent and unable to pay the award and that The John Doe Company had succeeded John Doe & Company.

As the directors of the Ass'n had accepted the membership of The John Doe Company they could neither force payment of the award nor expel The John Doe Company, which concern is still a member and doing business with other members who do not know that they morally, altho perhaps not legally, defaulted in their contract with the Ass'n.

Your secretary respectfully suggests that another section, to be known as Section 8, be added to Article III of the by-laws. This article relates to "Membership and Dues." The new section 8 would be to this effect:

"Sec. 8. No change in the name of a direct member shall be made by the board of directors of this Ass'n while the said member applying for such change is at the time a party to an arbitration case that is pending, or has not satisfied an arbitration award."

The financial statement of the Ass'n for the current convention year is quite satisfactory. The surplus is slightly larger than that reported at the last annual meeting, notwithstanding the heavy expense incurred for legislation and other highly important activities. The statement shows a surplus amounting to \$11,809.98.

The surplus reported at the last convention was \$11,463.72. The increase is \$346.26.

There is no doubt that the activities of the Ass'n could be greatly enlarged by an increase in the dues. Every member fully realizes the seriousness of the situation with both of the great political parties pledged in the coming election to the encouragement of co-operative pools to "stabilize" the market. While these pledges are intended to catch the farmers' votes, yet there is no doubt that efforts will be made in the next Congress to carry them into effect. This will mean larger expenses on the part of the Ass'n during the next year.

FINANCIAL STATEMENT.

Oct. 10, 1927, to Sept. 23, 1928, Inclusive.

Cash on hand last report.....	\$ 5,136.72
United States Liberty bonds.....	5,000.00
Certificate of deposit.....	1,000.00
Petty cash account.....	327.00
	\$11,463.72

Receipts.

Direct and branch dues.....	\$18,465.00
Direct and branch memberships.....	3,681.00
Associate dues.....	468.00
Associate memberships.....	468.00
Regular subscriptions to "Who Is Who".....	642.00
Affiliated subscriptions to "Who Is Who".....	974.50
"Who Is Who" advertising.....	13,955.04
Sundries.....	521.72
Arbitration deposit fees.....	990.00
Affiliated dues.....	974.50
Investments.....	207.06
Subscriptions to Briefs on Co-operation.....	16.00

Total receipts..... 41,362.82

Grand total..... \$52,826.54

Expenditures.

Salaries.....	\$12,780.76
Office supplies.....	936.89
Express and telegrams.....	192.44
General printing.....	439.09
"Who Is Who in the Grain Trade".....	14,540.70
Office rent.....	1,804.11
Telephone rent and tolls.....	132.60
Refund arbitration deposit fees.....	925.00
Legislative expense.....	2,413.57
Officers' traveling expense.....	593.00
Secretary's traveling expense.....	735.84
Postage.....	1,315.00
Sundries.....	200.14
Convention expense.....	2,840.17
Arbitration expense.....	680.78
Refund application fee.....	20.00
Transportation expense.....	466.47

Total expenditures..... 41,016.56

In bank:
Commercial account.....\$11,487.28
Petty cash account..... 327.00

\$11,814.28

Outstanding check..... 4.30 11,809.98

\$52,826.54

PRESIDENT STURTEVANT appointed the following com'ites:

RESOLUTIONS: F. E. Watkins, Cleveland; R. W. Hale, Nashville, Tenn.; Geo. E. Booth, Chicago; Geo. B. Wood, Buffalo; Jno. S. Green, Louisville, Ky.; and J. H. Caldwell of St. Louis.

NOMINATIONS: Fred G. Horner, Chicago; W. J. Edwards, St. Louis; W. A. Hot-tensen, Milwaukee; J. I. Buchanan, Omaha; F. A. Theis, Kansas City; J. L. King, Philadelphia, and C. C. Flanley, Sioux City, Ia.

AUDITING: H. I. Baldwin, Decatur; A. L. Johnston, Milwaukee, and L. W. Forbell, New York.

BOOSTER PRIZES: The awarding of prizes in the Booster Campaign for new members found all winners absent but Geo. E. Booth, who captured 24 new members, but his modesty kept him from accepting a prize.

Leo Potishman of Fort Worth, Tex., was awarded 1st prize for 36 new members.

The Stratton Grain Co., Chicago, won the 2nd prize with 19 new members.

E. P. Wingate, Denver, and C. B. Helm, Cleveland, tied for 4th prize with 10 new members each.

Adjourned to 9:30 a. m. Tuesday.

Tuesday Morning Session

The second session was opened in the Georgian Room of the Statler at 9:45 A. M. with the introduction of Dr. Stanley L. Krebs, head of the Mercantile Art School, New York, who addressed the dealers on Constructive Optimism. The Doctor gave the dealers a most inspiring talk on having faith in themselves and winning the faith and confidence of others. From his interesting, amusing and stimulating address we take the following:

Smite the Pessimist

There will never be a financial panic in the United States again. The Federal Reserve system carried most of the world on its back and it didn't break. You may bend this system but you cannot break it. This is my answer to the pessimists—those who predict "crashes," "smashes," "revolutions," and other evils. Smite the pessimists. Those who predict these crushing changes weaken us, make us afraid of tomorrow; and this result is always the same; whether the pessimist views come from an "A. B.," "Ph. D.," "LL. B.," or an "A. S. S."

USE THE BROOM.—Many villages are full of narrow, prejudicial, suspicious gossip. Why advertise our faults? If the housewife finds dirt in her pantry, does she announce it to the neighbors from the front porch? No, she uses the broom.

Use the broom in the municipality, if necessary, but don't advertise your unfavorable features outside—don't broadcast them.

To be a constructionist or constructive optimist it is necessary to believe that if there is anything wrong with the world, God is not to blame, but we ourselves.

If the world is going to be raised to normalcy, you are going to do it. We are far too modest; many of us suffer from the inferiority complex. If we have not courage under the American flag and all it stands for, where are we going to get it?

America is not perfect; Uncle Sam is not a saint; but we should ever make outstanding the historic fact that we folks here in America have the best form of government so far developed in the history of the world, and if that is not enough to make you happy and confident, how in hell will you ever be made so? Tell the pessimist that America has settled all her problems in the past, and will do so in the future.

THE SOURCE OF THE PESSIMISTIC CURSE.—Two business men meet. One says he hasn't done as much business the past month as he did a year ago. The other says the same thing. Each confirms the other, and both think that something is wrong generally. Then these two men tell others, quoting each other; four tell eight—and so the evil spreads, often inciting actual depressions.

This is not the kind of talk to send your salesmen out with. Smite the pessimist. He is a traitor to the country. He doesn't clothe America; he doesn't educate the American children, and he doesn't feed the nation.

DR. WESLEY A. STURGES, Professor of Law at Yale University, addressed the dealers on What Arbitration of Trade Disputes Means to the Commerce of the Country. His address is published elsewhere in this number.

Questions asked of D. Sturges brot out much interesting discussion.

HENRY L. GOEMANN, Chairman of the Transportation Com'ite, presented the following report of the Com'ite:

Transportation Com'ite Report.

Your Com'ite has had many questions submitted to them covering various transportation problems during the year and has endeavored to assist in adjusting various differences and a few are still in the correspondence stage.

Weights in Overcharge Claims.—My attention was called to the practice of a leading eastern carrier in adjusting overcharge claims due to difference in weight.

The auditor of freight traffic refused to adjust and refund freight charged on billed weights which were in excess of outturn weight, when the difference is within the tolerance of one per cent or 500 pounds minimum.

The division freight agent, in support of his auditor's position, wrote as follows:

"What is meant is that inasmuch as the difference in the billed or loading weight and the outturn weight was only 181 lbs. and is, therefore, within the tolerance of 1% or 500 pounds minimum, no overcharge in weight can be allowed because our weighing tariff provides that where a shipment is reweighed and the new weight does not show a difference either way of more than the tolerance no change will be made in the billed weight. The tariff further provides that the tolerance should be 1% of the lading with a minimum of 500 pounds. As the billed weight of this car was 61,600 pounds the tolerance would have been 616 pounds.

"Tolerance is defined as 'The difference in weights due to variation in scale or weighing, which may be permitted without correction of the billed weight.' In view of this it is proper that the item of weight should be eliminated from the claim."

On shipments of grain carriers generally as-

Boston's Executive Com'ite.



Left to Right: Edward G. Morris, hotels; Paul T. Rothwell, transportation; Wm. Driscoll, Pres. Curb Exchange; Albert K. Tapper, Pres. Grain & Flour Exchange; Carl J. B. Currie, entertainment; Louis W. De Pass, Sec'y Grain & Flour Exchange; and Herbert L. Hammond, finance.

sess their freight charges on the basis of out-turn weights and if any of our members have similar experiences as given above, will be glad to be advised of same.

Shippers' Load and Count? — The Indiana Grain Dealers Ass'n calls my attention to the practice of the Pennsylvania Railroad insisting upon the notation of "shippers' load and count" be placed upon Bs/L issued for shipments of bulk grains from country stations. They state it is a forced construction of some tariff provisions that relate to package freight, but it is construed general in its application, does not exempt from its provision bulk grain. They desire having the regulation modified so as not to apply to bulk grain.

What is the experience of shippers located on other roads than the Pennsylvania, and what are your wishes in this matter?

Heavier Loading of Cars. — I have had considerable correspondence with the Car Service Division of the American Railway Ass'n on the subject of heavier loading of cars as relates to grain, as per their circular to grain shippers and published in many of their reports of the proceedings of their meetings held this year, during June and July.

By virtue of an order of the Interstate Commerce Commission the railroads were instructed to re-stencil the load limit of all box cars, and the carriers have generally complied, and shippers will note that cars now are stenciled with carrying capacity and load limit, and May 15, 1928, was the effective date of changes in load limit of many cars and cancelling of previous rule of ten per cent over capacity.

In many cases the carriers have placed heavier trucks under many of the low capacity cars without increasing the cubic content. You will find that you cannot put capacity loads in many of these cars without exceeding the allowance of 24 inches from the roof, which the inspection departments demand and need for proper sampling and inspection. While shippers should help the railroads all they can, do not load your cars beyond this inspection limit and avoid jeopardizing your inspection.

The tendency of the carriers is to build larger capacity cars, say of hundred thousand pounds and over with a maximum carrying load limit of 128,000 pounds, and eliminating gradually the building of cars of sixty and eighty thousand pounds capacity. This will probably mean increased minimums beyond those in effect now, and with capacity loading as per their circular request, will seriously affect the small country shipper as well as the smaller buyer whose demand is limited, and if he ordered mixed cars of grain the carriers penalize him by charging for the privilege \$5.00 per car as well as charging the entire cost of installing partitions.

In fact, loading large cars in use at present to their capacity creates a hardship to a majority of buyers of grain and grain products who supply consumers at interior points.

Mr. Gormley, in addressing the meeting of Mid-West Shippers' Advisory Board at Green Bay, Wis., July 13, 1927, in his remarks stated:

"Apparently the shippers are fearful that if they co-operate with the railroads and the Car Service Division in bringing about a better utilization of freight car equipment that later the result of that work will be used as a leverage

to increase minimum without any regard to commercial necessities. We wish it to be thoroughly understood that the Car Service Division in connection with the work assigned to them by the Board of Directors of the American Railway Ass'n to bring about a better utilization of equipment have nothing whatever to do with the minimums, and do not want to have. Therefore, our endeavors to increase the load per car have absolutely no relation to the question of tariff minimums. That is a question entirely outside of our jurisdiction."

That is the trouble, the effort for heavier loading conflicting with tariff rules instead of being in harmony.

I addressed a letter to each of the chairmen of grain com'tes of the various Regional Advisory Boards and so you will know just what I have said to them. I quote same herewith:

"I would like to bring to your attention the page article headed 'Grain Shippers' and published in the Ohio Valley Shippers, also Great Lakes Regional Advisory Boards last issue of their proceedings, and I assume that the page was printed in all of the various Regional Advisory Boards reports of the proceedings of their last meeting.

Objections to Circular Letter on Loading. — "On behalf of the Grain Dealers National Ass'n, and as the Chairman of their Transportation Com'te, I object to the method used in putting out this propaganda of heavier loading to shippers, without having the subject debated at a regular meeting (for it was not at the meeting held at Buffalo on June 20, 1928).

"Publication of this loading request without debate is certainly not working in a co-operative spirit with grain shippers, is ill advised and likely to cause confusion, particularly on the part of the small country shippers.

"My information is that the circular was issued by the Car Service Division for the reason that both shippers and receivers had called their attention to the fact that a great many people did not understand that the load limit now stenciled on equipment took the place of the old 10% above marked capacity; that they would obtain heavier loading, particularly with grain, if attention of shippers were called to the fact that the carrying capacity of the car was now the stenciled load limit.

"In carriers request as published they urge and stress the fact to load box cars to full carrying capacity (which probably will be understood by shippers to mean to roof of car), also request to load to weight prescribed by load limit (which is the actual permissible capacity of car). Somewhat confusing.

"This loading request ignores the tariff rules, which provide for the weight requirements, and that in order to secure proper official sampling and inspection it is necessary to load so as to leave 24 inches space from the roof of the car at the side walls of the car and levelled uniformly.

"Where cars are loaded nearer the roof than 24 inches, it makes it impossible for samplers to secure samples and inspectors to furnish final grades until the cars are moved to some point for unloading, thus leaving the hazard of condition and market value with the shipper until unloaded, that sometimes requiring many days.

"Therefore, when cars are loaded to within 24 inches of the roof it is the maximum capacity carriers can expect, and in my correspondence with Mr. M. J. Gormley of the American Car Service Division I have suggested that the following rule be used and be the basis for their request upon grain shippers and that they publish same in their next printed report of their proceedings.

"They should also instruct their field representatives, traveling freight and local station agents accordingly."

Rule suggested is as follows:

"Please load all cars to within 24 inches of the roof at the side walls of the car, but in no case load in excess of load limit stenciled on side of car.

"In line with rule of Docket 9009, Section 13 of Appendix No. 4, covering trimming cars, i. e., that the car be trimmed and levelled as required for proper sampling and inspection.

"To prevent overloading of cars weigh grain into cars, if by following the load limit weight there is more space than 24 inches at side walls of car after levelled do not increase loading but insert on shipping ticket and bills of lading, 'Loaded to load limit.'"

"May I suggest that if you agree with the above that you bring this subject before your next meeting and have a resolution passed that the Car Service Division of the American Railway Ass'n be requested to adopt the rule quoted as their suggestions to grain shippers for loading instead of the suggestions published."

Your Transportation Com'te recommends that the rule we have suggested to Mr. M. J. Gormley, Chairman, Car Service Division, American Railway Ass'n, be endorsed and adopted and that your com'te be instructed to give this subject the fullest publicity and that shippers be requested to load in accordance with railroad tariff rules and to within 24 inches of the roof of car and uniformly levelled whenever possible, as per rule submitted.

Mr. Goemann maintains that the heavy loading propaganda being conducted by the carriers will work a great injustice to the small shippers.

Upon motion by Jno. S. Green, Louisville, the following resolution was adopted:
Load Cars so as to Permit Proper Sampling.

This Association heartily endorses the recommendation of Mr. Henry L. Goemann, Chairman of our Transportation Committee, regarding the loading of cars as suggested to Mr. J. P. Gormley, Chairman of the Car Service Division of the American Railway Ass'n.

We feel this matter should be given the widest publicity possible through the Grain Trade papers, and that all shippers be requested to load in accordance with the railroad tariff rules to within twenty-four inches of the roof at the side of the car so that proper inspection may be made of contents regardless of railroad request to contrary.

E. D. FRISTOE, Piqua, O.: We load cars with corn and oats without paying the bulk-head charge. We fill about twenty old bags with grain and pile two tiers of bags between



Some of the Delegates to the 32d Annual Convention of the Grain Dealers National Ass'n at Boston, Mass.

the two kinds of grain and thereby prevent mixing. We put in a claim for our bulkhead fee of five dollars and it is returned because the Pennsylvania Railroad finds the bag bulkhead does not damage the car and the officials seem anxious to encourage the use of the bag bulkhead.

HENRY GOEMANN, Mansfield, O., told of the action of the Weighmasters Ass'n in the matter of single sheathed box cars, and loading spouts thru elevator bins, and presented two resolutions which were adopted as follows:

Opposed to Loading Spouts Thru Bins.

WHEREAS, it has come to the attention of this Association that new grain elevators are being designed and constructed, particularly at country points, in such a manner that the car loading spouts pass through one or more bins between scale and car, and

WHEREAS, this type of construction is conducive of loss of grain between scale and car, particularly when no additional protection is provided to prevent the loss of grain, such as an outer well surrounding the car loading spout where it passes through bins, therefore be it

RESOLVED, that the Grain Dealers National Ass'n is unanimously agreed that this form of construction is not conducive of accurate weights owing to the possible loss of grain between scale and car, and be it further

RESOLVED, that the Grain Dealers National Ass'n place this resolution in the hands of elevator builders and designers for their guidance when designing and building new grain elevators.

Favor Single Wall Box Cars

WHEREAS, investigations conducted by terminal grain weighmasters, and statistics compiled by terminal grain weighing departments indicate clearly that the single sheathed box car is superior to the double sheathed car as a bulk grain carrying vehicle, and the single wall car, when properly constructed of seasoned or kiln dried lumber, is practically leak proof, the number of such cars arriving at terminal markets in a leaking condition being negligible, be it

RESOLVED, that the Grain Dealers National Ass'n place copies of this resolution in the hands of master car builders of the extensive grain carrying railroads, and builders and designers of freight cars, for their consideration when designing and building new cars for use in the transportation of bulk grain and other commodities.

None of the other Committee Chairmen scheduled to report at this session were present so the drawing of Attendance Prizes was conducted, with the result that the first choice of prizes was granted A. H. Fuller of the Equity Exchange Co., Spencer, O. Mr. Fuller selected a beautiful desk clock.

C. L. Zortman of the Edinboro Coop. Ass'n, Edinboro, Pa., selected a silver cigarette box for desk.

C. S. Knutson, Industry, Ia., a silver cigarette pocket case.

Jno. S. Green, Louisville, Ky., an improved cigar lighter.

H. A. Slayton, Morrisville, Vt., copy Clark's Car Load Grain Tables.

H. L. Gray, Crawfordsville, Ind., silver belt buckle.

L. B. Boston, Hyannis, Mass., half dozen golf balls.

J. A. Sturges, Easthampton, Mass., Universal Grain Code.

E. M. Brown, Barton, Vt., belt buckle.

F. A. Theis, Kansas City, Mo., silver cigarette case.

C. B. Rader, Secy., Merchants Exchange, St. Louis, an English pipe.

Rollin E. Smith, Futures Administration, Washington, D. C., a lariat.

Other numbers were drawn from the hat, but holders were not present to select their prizes so they lost out.

Adjourned to 9:30 A. M., Wednesday.

The Banquet.

While the Tuesday evening banquet in the Ball Hall was a most sumptuous feast, it was accompanied with a musical treat of unusual quality, which gave all the visitors many a happy thrill. All through the splendid dinner the Ives Band of 20 pieces played a wide variety of stirring strains from many popular airs and kept the audience in a happy mood.

After the opening of the individual boxes of cigars and tucking away the souvenir menus and the beautiful pocket cases distributed with the compliments of the Boston Grain and Flour Exchange and the Boston Curb Exchange, Albert K. Tapper, Pres. of the Grain Exchange, in behalf of both exchanges welcomed the visitors and introduced William F. Garcelon, the toastmaster.

THE HON. CHAS. P. HOWARD, who spoke in place of Governor Fuller, was followed by The Meistersingers of Boston, a well trained chorus of 12 male voices, which brot the audience to its feet with a stirring rendering of the Soldiers' Chorus. Prolonged applause won an encore.

REAR ADMIRAL ANDREWS of the U. S. Navy spoke of its needs and the advantages of being prepared, and presented President Sturtevant of the National Ass'n with a picture of

"Old Ironsides," framed in wood, taken from that famous warship. He also presented the Ass'n with a block and gavel made from the timbers of the Constitution, all with the compliments of the First Natl. Bank of Boston.

PRESIDENT C. D. STURTEVANT responded in his happiest vein and thanked Rear Admiral Andrews for his gifts and the hosts for their splendid hospitality, which was much more than hospitality.

While entirely unnecessary to provide reminders of the grain dealers' happy days in Boston, this memento of Old Ironsides and its many victories will help us to recall your delightful entertainment. Your many courtesies are a most delicate tribute to our organization.

Songs by Marjorie Warren Leadbetter won enthusiastic applause from the audience.

TOASTMASTER GARCELON asked the grain dealers to explain, Why, when they ship grain in a car they call it a shipment but when they ship grain in a ship they call it a cargo?

No one even attempted to explain.

The Rev. John Nicol Mark, in speaking on The Touchstone of Success, told many amusing stories and in an inspiring address paid a high testimonial to enterprise and industry and urged his audience to seek ideals that would bring them joy and success in serving their fellow-men.

The most enjoyable evening was brot to a close by the singing of Aloha.

OMAHA sent R. E. Miller of Updike Grain Corp.; Secy. F. P. Manchester and son, C. D. Sturtevant and Son, J. T. Buchanan.

DEALERS FROM TOLEDO included Joe Streicher; L. J. Schuster of C. A. King & Co.; Phil Sayles; C. E. Patterson of John Wickenhiser & Co., and Jess Hulbut.

FROM KANSAS CITY came F. A. Theis, Oscar Cook, Orla A. Severance, S. C. O'Dell, J. P. Parks, R. A. Kelly of Norris Grain Co.; John Stark, and C. L. Fountaine, Jr.

ILLINOIS sent T. E. Hamman, Arcola; Fred G. Horner, Evanston; H. I. Baldwin and E. B. Evans, Decatur; A. C. Koch, Breese; M. C. Hobart, Momence; and Ben. B. Bishopp of Sheldon.

VISITORS unaccustomed to following meandering paths were not permitted even to attempt to find 177 Milk street, the home of the Grain & Flour Exchange. Free busses made the trip between the hotel and the Exchange at frequent intervals.



More of the Delegates to the 32d Annual Convention of the G. D. N. A. at Boston, Mass., Sept. 24-26, 1928.

Wednesday Morning Session

The third session was called to order at 9:40 by Pres. Sturtevant, who congratulated the early arrivals on their promptness.

S. P. Mason, Sioux City, Chairman of the Special Com'te to harmonize the arbitration rules of the Ass'n and the grain exchanges, presented the following report which was adopted:

Report of the Jurisdiction Committee.

By action of the Association at its Convention in Omaha last year, this Committee was appointed by the President to clarify the jurisdiction of the Grain Dealers National Ass'n in arbitration cases where litigants are members of the National Ass'n and of an Exchange; also definitely to define the jurisdiction of the Arbitration and Appeals Committees in cases subject to the terms of an Exchange or Board of Trade.

After preliminary correspondence and conferences, a final meeting was held in Kansas City May 11th. It was the unanimous opinion of the Committee that we recommend to the Grain Dealers National Ass'n the adoption of the following rules for inclusion in the Arbitration rules:

To Article 3, add Section 3.

The Arbitration Committees of the Grain Dealers National Ass'n shall not, except by consent of both parties, assume jurisdiction over transactions between members of the same regularly organized Board of Trade or Grain Exchange when such transactions are subject to the terms of such Board of Trade or Grain Exchange.

To Article 3, add Section 4.

When transactions are subject to the terms of a regularly organized Board of Trade or Grain Exchange, the Arbitration Committees of the Grain Dealers National Ass'n shall render their decisions in accordance with the terms of such Grain Exchange or Board of Trade and such terms shall be binding upon the Arbitration and Appeals Committees of the Grain Dealers National Ass'n.

W. B. Lathrop,
Geo. E. Booth,
S. P. Mason,
Chairman.

Report of Special Com'te on Recommendations of President and Secretary.

H. W. REIMANN, Shelbyville, Ind., reporting for the Special Com'te on Recommendations of the President and Secretary, read the following:

We recommend that Paragraph 3, sub-section (C) of Article II be amended to read as follows:

Country grain shippers who are members of an ass'n affiliated with this ass'n shall be affil-

iated members of this ass'n; but receivers, track buyers, brokers and others who are eligible to direct membership in this ass'n shall not, by reason of their membership in affiliated ass'n, be entitled to the rights and privileges of affiliated membership in this ass'n; Provided, that nothing contained in this section shall be understood to relieve any member of an affiliated ass'n who is doing a grain, seed or feed business from compulsory arbitration with direct members of the National Ass'n.

We also recommend that the following paragraph be added to Article III of the By-Laws, to be known as Section 8:

No change in the name of a direct member shall be made by the Board of Directors of this ass'n unless the said member applying for such change assumes all the obligations of the prior membership.

Bert Dow, Chairman.
W. W. Manning.
H. W. Reimann.

S. P. MASON, Sioux City, Chairman of the Trade Rules Com'te, presented the following report:

Report of Trade Rules Com'te.

Rules are a question of development and growth, and in continuing as Chairman of the Trade Rules Committee the past year it has been my observation and experience that while changes and additions should be made from time to time as necessity arises, that as a whole the committee has received surprisingly few complaints of the rules themselves.

The committee wishes to place formally before the Convention the growing irritation in cases arising from conflicts between Grain Dealers National Ass'n rules and local rules of Exchanges, Boards of Trade, etc.

Committees have been appointed in the past in an endeavor to secure uniformity, but necessarily this can only be done in the broader principles of trading, and I am of the firm belief that if each member present would constitute himself a committee of one to investigate and bring up before his local Exchange the differences that are natural in character, some of which will be presented to you here today, we can more quickly reach uniformity than in any other manner.

Specifically, I mean that each of you compare your rules with the Grain Dealers National Ass'n rules and refer differences to local committees; if it is found our rules are best, endeavor to have your rules changed to conform, but if there are good and sufficient reasons that your local rules are best, write Mr. Quinn, or the Chairman of the Trade Rules Committee, giving your reasons, and if the consensus of opinion is against us, our rules can be changed.

The two instances of conflict I will bring to your attention today are that a number of Exchanges specify shipment the first half of a calendar month, to mean the first fifteen days, irrespective of the length of the month; others specify the 16th in months of thirty-one days,

the 14th in February, etc. I have been requested to obtain an expression of the Convention in respect to changing our rules to this latter method. The committee recommends our present rule, which now reads:

"First half of the month shipment shall be construed as meaning the first fifteen days, including February, and the last half of the month shipment shall mean the remaining days," so that it shall read,

"First half of the month shipment shall be construed as meaning the first fifteen days of months of thirty days, the first sixteen days of months of thirty-one days, and on contracts relating to shipments during the month of February, the first half shall be construed as the first fourteen days, when said month contains twenty-eight days, and the first fifteen days when said month contains twenty-nine days, the remainder of the month in each case to be considered as the second half."

Mr. Cusenbolder of Sidney, Ohio, proposes that the first paragraph of Rule No. 5 be changed to correspond with rules now in vogue in a number of the larger terminal markets.

PRESENT RULE: "In making contracts, a specific time in which shipment or delivery is to be made shall be mentioned. Any given number of days shall mean calendar days, excluding the date of sale in which to load and ship grain to apply on a sale for shipment, or to deliver at the agreed destination grain sold for delivery."

PROPOSED SUBSTITUTE: "In making contracts, the specific time in which shipment or delivery is to be made, shall be mentioned. Any given number of days shall mean calendar days and shall be reckoned from the day after full billing instructions are received by the seller in which to load and ship grain to apply on a sale for shipment or to deliver at the agreed destination, grain sold for delivery."

THE ADOPTION of this proposed change would require a change in Rule No. 6, Paragraph (a) which now reads:

"In case grain is sold for three or five days shipment, the buyer shall furnish billing instructions by wire on the date of sale, unless said instructions were embodied in the original articles of trade."

So that it shall read:

"In case grain is sold for three, five or ten days shipment, the buyer shall furnish billing instructions by wire on the date of sale, unless said instructions were embodied in the original articles of trade."

MR. HANKERSON'S PROPOSAL: In the July 5th, 1928, issue of "Who Is Who," a full article was presented in reference to the proposal of Mr. Hankerson to add to Rule No. 5 a paragraph reading as follows:

"On shipments destined to the Pacific Coast States moving westerly in natural trade routes, but not backhauled, and which are diverted at Denver or points west thereof, the date of shipment from original billing point shall be considered the date of shipment."

I received two letters from Denver firms, recommending the adoption of this rule and one from a Pacific Coast firm.

I also received a letter from Mr. Killingsworth of San Antonio, Tex. Mr. Killingsworth suggests, and the Rules Committee believes that



More of the Delegates to the 32d Annual Convention of the Grain Dealers National Ass'n at Boston, Mass.

his suggestion should be seriously considered, that the adoption of Mr. Hankerson's rule would apply only to a certain locality and it is his belief that if the change is made, a rule should be framed that would be general in application to the New England States, to the Pacific Coast and to Texas.

In the rules of the Texas Grain Dealers Ass'n Rule No. 7, Paragraph (8) now reads as follows:

"Cars diverted shall apply on contracts in accordance with date of original bill of lading, regardless of date of diversion, provided that more than three days' delay in transit has not been occasioned by such diversion."

Mr. Killingsworth suggests an addition to Rule No. 5 as follows:

"The original shipping date shall govern on grain sold f.o.b. a certain trade territory, or basis delivered for shipment from a certain trade territory, provided that no unusual delay in movement is occasioned by the diversion."

I would like to have a general discussion of the practical working of Trade Rule No. 32, during the past year. A suggestion has been made that it is becoming quite customary to overload eighty capacity cars from 1,000 to 2,000 pounds, and under our rules, where more than 88,000 pounds of grain are loaded in an eighty capacity car, the basis of settlement is \$4,000 pounds.

No action was taken.

H. I. BALDWIN, Decatur: Chairman of the Auditing Com'te reported that the accounts of the Ass'n had been audited by a firm of certified accountants and found to be correct.

Mr. Baldwin presented a resolution of sympathy and condolence for the family of express. Ed. Wayne of Delevan, Ill. It was adopted and a copy ordered sent to his family. Mr. Baldwin spoke feelingly of his life time friend and his splendid work for the grain trade.

The report of A. H. Beardsley, chairman of the Uniform Grades Com'te, was read telling of the addition of Sec. 18 to the U. S. Grain Standards Act defining the grade of "Cereal Oats" and of bills pending in Congress providing for drastic changes in our system of grain grading which need to be closely watched by the grain trade.

W. E. SUITS, Chicago, addressed the dealers on The Feed Industry, Its Great Development and Its Probable Future. It is given elsewhere in this number.

FRED E. WATKINS, Chairman of the Resolution Com'te, presented the following which were adopted:

Resolutions Adopted. AGRICULTURAL RELIEF.

The platforms of both major political parties and the public utterances of their spokesmen in the present presidential campaign indicate an intention to set up certain further governmental machinery for farm aid.

The Grain Dealers National Ass'n reaffirms its profound interest in agricultural relief by sound economic processes. Holding, as we do, the conviction that subsidy and special privilege is not the road to a permanent solution of the problems of agriculture, we herewith reaffirm our position taken in convention one year ago.

We favor a national agricultural policy which will include:

1. Lower rail rates on feed grains and grasses, which are largely consumed by farms in widely separated domestic localities, even if such concessions must be made up by higher rail rates on other merchandise and commodities.

2. Rapid commercial development of inland waterways and approaches to ocean trade routes.

3. Adequate tariff protection on farm products which are, or might be produced in the United States in sufficient quantities to supply the domestic market, but which must now compete with foreign products or substitutes for such products coming in over the tariff wall.

4. Rejection of proposals for reclamation and irrigation projects which would bring under cultivation additional farm acreage before the prospective products of such areas are needed for domestic consumption.

5. Development and utilization of water powers for the production of commercial fertilizers so much needed on our farms.

6. Closer cooperation between national government and the agricultural colleges in encouragement of use of crops and varieties of seed best suited to lands to be cultivated, to the end that production of good quality crops

may be more certain and the producers' income more stable in consequence.

GOVERNMENT AND BUSINESS.

Our form of government encourages and fosters the largest expression of individual initiative which can be maintained without infringement on the rights of others with ample provision within our basic law to effect changes as may be required, from time to time, to safeguard our people, it is therefore essential that government refrain from entering any fields of commercial activity which can be successfully covered in the public interest by private enterprise. We, therefore, deprecate the present tendency toward beaurocracy and the steady encroachment of government in many fields of business endeavors, and urge its withdrawal from fields wherever practicable.

FEDERAL TAX ON GRAIN.

We again record our disapproval of a tax on grain transactions, originally imposed as a war measure, which tax is laid on the necessities of life, and is thus contrary to public policy and not justifiable in times of peace. We urge that our officers' committees and individual members continue to use every legitimate and honorable means in cooperation with other interested organizations to secure the elimination of this tax.

THE TILLSON BILL.

In harmony with previous action of this body opposing the adoption of the metric system of weight and measures, we here record our opposition to the Tillson Bill now before Congress and all others similar measures which thus seek to foist the metric system on the commerce of the United States piece-meal and by indirection, and we desire to commend the efforts of The American Institute of Weights and Measures in defending the integrity of our customary units and standards of weight and measure.

FEDERAL INSPECTION OF GRAIN.

We hereby record our opposition to all measures tending to establish federal inspection of grain in contradistinction to the present system of Federal supervision of inspection under the grain Standards Act.

COMMEND ARBITRATION.

We, the members of the Grain Dealers National Ass'n, pioneers in voluntary arbitration of trade differences, heartily commend the splendid work of the American Arbitration Ass'n, which organization is endeavoring to do for the general business of the country what our association for the past quarter of a century has done for the grain trade.

ENDORSE STRONG BILL H.R.13153.

There is now pending in the House of Representatives at Washington, D. C., a certain bill, known as the Strong bill, H.R. 13153, which is designed to protect the owners and holders of drafts with bills of lading attached, in the event of the failure of the collecting bank before remittances have been fully made for such collections. This is of vital importance and will greatly tend to stabilize the business necessarily conducted through the National Banks of the country.

Therefore, we, the Grain Dealers National Ass'n, in convention assembled at Boston, Mass., on September 26th, 1928, urgently request the senators and representatives in Congress to support said bill and insist upon its passage at the earliest possible moment; and that the secretary of this association be directed to send a copy of this resolution to each member of Congress and the Chairman of the Banking and Currency Committees of the Senate and House of Representatives.

WEIGHT TOLERANCE—SHIPPERS LOAD AND COUNT.

The report of the Transportation Committee covers the subject of weight tolerance which some carriers rule must be allowed on shipments of bulk grain before adjusting freight charges on basis of outturn weights, which ruling is contrary to custom and law and a discrimination.

The report on Bills of Lading issued by Pennsylvania R. R. showing that they insert the words "Shippers Load and Count" in Bills of Lading covering shipments of bulk grain, which practice should be discontinued, and the Transportation Committee be instructed to endeavor to have these rules and practices corrected.

TAXATION.

The subject of taxation has ever been a matter of great interest and of vital importance to the American people, and while we recognize the relief already accorded the tax payers of this country through previous reduction in rates, we would respectfully urge the incoming Congress to make such further constructive modifications of our Federal Revenue law that will give to our people the greatest relief possible without seriously menacing our governmental financial structure.

At this time we view with great concern the growing tendency on the part of our state and municipal authorities to burden citizens with an ever increasing load of bonded indebtedness,

so we herewith suggest a conservative policy on the part of such officials and the practice of strictest economy in the development of their respective programs.

SPEAKERS.

We extend sincere thanks to the speakers on our program for their timely and inspiring messages.

HOSTS.

To our hosts we extend the unanimous thanks of the members of the Grain Dealers National Ass'n for the royal and unbounded hospitality extended to them and their ladies in this "Cradle of American Liberty."

We are especially indebted to Rear Admiral Philip Andrews, Commandant of the First Naval District, who has caused us to now possess a greater appreciation for the peace-time activities of our country's glorious navy.

Our visit to this metropolis, so rich in historical wealth, has contributed inexpressibly to the "Joy of Life." No detail for the enrichment of our happiness was overlooked by the members of this "Pioneer American Grain Market."

It is impossible for us to give adequate expression of our appreciation for the gracious manner in which Boston's charming ladies contributed to our entertainment.

ALEX MACDONALD announced the following golf prizes:

Low gross, 1st prize won by W. H. Mitchell, Jr., of Boston, a silver punch bowl; 2nd prize, Wm. Hodge, Los Angeles.

Low net, 1st prize won by Ralph Gallagher, a large table lighter; 2nd prize won by Mr. Graff, a small table lighter.

Two sterling vases won by F. C. Greutker, Buffalo.

ATTENDANCE PRIZES for the session were awarded as follows:

W. J. Edwards, St. Louis, a desk clock.

F. C. Greutker, Buffalo.

Wm. Moore, Covington, Ind., a silver cigarette case.

Phillip Smith, Amherst, Mass., an English pipe.

Paul Larson, Sioux City, Ia., a cigarette case.

A. H. Beardsley, St. Louis, a cigar lighter.

C. B. Rader, St. Louis, a match holder and ash tray for desk.

R. W. Hale, Nashville, Tenn., six golf balls.

H. E. McNamara, Orleans, Vt., a silver funnel.

L. P. Townsend, Springfield, Mass., silver belt buckle.

F. C. Brown, Barton, Vt., silver belt buckle.

FRED G. HORNER, Chicago, commended Pres. Sturtevant for his long years of faithful service to the Ass'n and presented him with a beautiful Paul Revere salad bowl of solid silver, as a token of esteem from his many friends in the Ass'n.

FRED G. HORNER, Chairman of the Com'te on Nominations, presented the following nominations:

Officers Elected.

Your nominating committee wishes to report the following recommendations for the offices to be filled at this Convention:

President, A. S. MacDonald, Boston.

First Vice President, S. P. Mason, Sioux City, Iowa.

Second Vice President, George E. Booth, Chicago.

Directors for term of two years: F. E. Watkins, Cleveland, Ohio (representing the Ohio Grain Dealers' Ass'n); Mark Steele, Buffalo, N. Y. (representing the Buffalo Market); H. W. Reimann, Shelbyville, Indiana (representing the Indiana Grain Dealers' Ass'n); W. B. Johnson, Enid, Oklahoma (representing the Oklahoma Grain Dealers' Ass'n); W. W. Manning, Fort Worth, Texas (representing the Texas Grain Dealers' Ass'n); John A. Reynolds, Albany, N. Y. (representing the Eastern Federation of Feed Merchants); W. Carey Cook, Fort Collins, Colo. (representing the Inter-Mountain Territory); L. W. Forbell, New York, N. Y. (representing the New York Market); H. R. Wilbur, Jamestown, N. Y. (representing Mutual Millers and Feed Dealers Ass'n); John H. Caldwell, St. Louis, Mo. (representing United States Feed Distributors Ass'n); Bert T. Dow, Davenport, Iowa (representing the Western Grain Dealers' Ass'n); R. W. Hale, Nashville, Tenn. (representing the Nashville Market); John S. Green, Louisville, Ky. (representing the Southeastern Territory); C. C. Isely, Dodge City, Kans. (representing the Kansas Grain Dealers' Ass'n); A. C. Koch, Breese, Ill. (representing Illinois Grain Dealers' Ass'n).

Directors for a Term of One Year: F. A. Theis, Kansas City, Mo. (representing the Kansas City Market); L. E. Osmer, Lansing, Mich. (representing the Michigan Grain, Feed

and Hay Dealers' Ass'n); J. A. Sturges, East-hampton, Mass. (representing the New England Market); Howard Lipsey, Chicago (representing the Chicago Market).

The report was adopted and the sec'y cast the ballot of the members for the nominees.

The newly elected President was called to the platform.

Alex. S. MacDonald thanked the dealers for the honor and begged for the earnest support of the members in promoting the best interests of the trade. Let us make our organization a real National Ass'n.

Vice President S. P. Mason and George E. Booth were also called upon for a speech.

Adjourned *sine die*.

Convention Notes.

PITTSBURGH came W. A. Low and O. A. Rector.

PEORIA will be the place of the 1929 convention.

SIOUX CITY sent S. P. Mason, M. King and C. C. Flanley.

H. I. BALDWIN, Decatur, Ill., broke in his grandson at this convention.

ORRIN DOWSE, Chicago, and his wife, drove to Boston via Montreal.

FROM MILWAUKEE came W. A. Hottensen, A. L. Johnstone, and J. M. Riebs, Jr.

BALTIMORE was represented by J. A. Peterson, A. A. Keller and L. J. Gangler.

PEORIA was represented by John R. Lofgren, and INDIANAPOLIS by W. H. Howard.

FROM DURHAM, N. C., came C. F. Morris, and from Los Angeles, Calif., John C. Hodge.

TOM ARMSTRONG was so anxious to go on the excursion he left his hat in the convention hall.

FROM MINNEAPOLIS came Don Kern, and CLEVELAND was represented by F. E. Watkins.

HARRY R. CLARK, Omaha, looks like "Dave" Winsor, the Prince of Wales, in his dinner jacket.

MARK STEELE and George Wood led the "Brooks" full-fashioned men's wardrobe contest this year.

SUPPLY TRADE was represented by Larry Spillen of Link-Belt Co., Chicago, and A. G. Hubbell, Buffalo.

DON KERU, Minneapolis, is developing into a "fly-by-night." He says it saves his "working" days for golf.

MAURICE R. MANEY, Columbus, O., led a delegation back west by way of New York, Philadelphia, Baltimore, etc.

E. C. DREYER, St. Louis, Chairman of the Grain Products Com'te, was detained at home by a minor surgical operation.

INDIANA sent Harold L. Gray of Crabbs Reynolds Taylor Co., Crawfordsville, and H. W. Reimann of Shelbyville.

TUESDAY NOON members of the Chief Weighmaster's and Chief Inspector's Ass'ns met together for a joint luncheon.

PHILADELPHIA dealers were David H. White; W. B. Stites; Jas. L. King; John L. Craig, and Jas. G. Vandergrift, and from

MICHIGAN sent D. Smith of Lake Odessa, and PENNSYLVANIA A. J. Thompson of Wycombe and C. L. Zortman of Edinboro.

CINCINNATI sent Bob Early of Early & Daniel Co.; Fred W. Scholl of The Scholl Grain Co., and D. J. Schuh, Executive Secy.

FROM IOWA came J. H. Owens of Lockwood Grain, Inc., Des Moines; Bert Dow, Davenport; and C. S. Knudson of Industry.

CHICAGO MARKETS were conveniently posted in Parlor "E" by Faroll Bros., correspondents of the Edward R. Bacon Grain Co.

SKIPPER GEORGE WOOD, Buffalo, nearly wrecked a submarine in Boston harbor while enacting Paul Revere's part in the Boston Tea Party.

MONTREAL EN ROUTE to Boston was the order of the day. Who said order? (Not Tom Armstrong and his boss F. M. Fink of Kansas City.)

SAM RICE, Metamora, O., experiment station conductor, exhibited samples of his new variety of oats—destined to make inroads of the Southeast.

LOUISVILLE dealers were John S. Green and R. Lee Callahan. NASHVILLE sent R. W. Hale, and MEMPHIS was represented by C. P. Reid.

NEW YORK CITY sent Joe Abel of Abel-Whitman Co.; L. W. Forbell of L. W. Forbell & Co.; Otto Keush; J. H. Bourne; Franklin Lewi, and John Danforth.

FROM VERMONT came H. E. McNamara, Orleans; C. H. Stearns, Johnston; Donald White, Lewiston; F. C. Brown, Barton; and H. A. Slayton of Morrisville.

ST. LOUIS sent A. H. Beardsley of Picker Beardsley Com. Co.; Ralph E. Nye; L. F. Schultz; T. M. Scott; H. A. Von Rump; C. B. Rader, Secy., and W. J. Edwards.

MASSACHUSETTS sent Edw. Strack, Framingham; F. W. Spearin, Lynn; L. B. Townsend, Springfield; R. L. Brown, North Adams; and L. B. Boston, Hyanis.

GEORGE BOOTH, Lamson Bros. & Co., Chicago, tripped the "light-fantastic" with every belle on the dance floor Monday night. That's the beauty of being an irresistible sheik.

JERRY P. PARKS, Kansas City, initiated his wife to her first grain dealers' convention, as did Alex MacDonald. Both confidentially state they guess they've "started something."

NEW ENGLAND DEALERS planned on holding a short impromptu get-together meeting on Monday morning, but abandoned the idea in favor of the sessions of the National.

WIVES were never so numerous. Bob Early of Cincy and Ben Bishopp of Sheldon, Ill., and Louis Schuster, Toledo, have found however, that they get lots more sleep as a consequence.

LOUIS SAYRE, Chicago, wants to repeat the New Orleans convention of 1922, but Oscar Cook, Kansas City, and John A. Peterson, Baltimore, insist on Fort Worth or Houston.

HARRY KLEIN, Bartlett-Frazier Co., Chicago, and E. B. Evans, Decatur, Ill., contemplated doing a "flying-dutchman" out of Boston after the convention, to complete the business transaction started on the submarine.

C. B. RADER, sec'y of the Merchants Exchange, St. Louis, kept Bostonians from believing that real live Indians did not inhabit that river city. Most New Englanders now believe the Mississippi River originates there.

SAM HOLDER, Indianapolis, had a splendid exhibit of moisture tester screenings on hand. Bill Howard, Indianapolis, held the thermometers. Sam invited almost thirty guests to his suite only to do a Mother-Hubbard act for 'em.

WINNIPEG, Peoria, Fort Worth and Houston invited the 1929 convention to visit their fair cities. Considering the climate of Winnipeg and Houston in the fall, "the boys" will all have to bloom out in raccoon coats or else Houston gets 'em.

PENCILS were liberally distributed by the amiable "Jimmy" Owens, of Lee Lockwood Grain Co., Inc., Des Moines, Ia., and James E. Bennett & Co. Notebooks were the gift of Leo Potishman, membership booster prize winner, of Fort Worth, Tex.

THE BOSTON HARBOR TRIP and to the Navy Yard on the steamship *Rose Standish* was most interesting and enjoyable. The warm sunshine took some of the chill out of the cool ocean breeze. Every minute the visitors were shown some new points of interest. The rolling sea drove the land lovers back into the landlocked bay. At the Navy Yard the dealers were given the freedom of the fast cruiser *Raleigh* and submarine S-19 and many tried to enlist.

ORLA SEVERANCE, Kansas City, believes it would be only fitting and proper to hold the 1929 convention in Denver, Colo., the hornet's nest of wild west Indians and cowboys, to treat the New Englanders. Frank Thies, Kansas City, has cast his vote for Honolulu.

D. J. SCHUH, capable sec'y and prime-mover of the Cincinnati market, was caught in the act of feeding three pure-blooded squirrels in Boston Commons and fined for not bringing some new crop hay in on his newly allotted low rate. Fred Scholl bailed him out of the hoose-gow.

JOHNNY HODGE, Los Angeles, the longest traveler, invited all "the boys" to his village for 1929. He also proved a most capable entertainer with his 10-string "um-pa." His clever verses composed on the spur of the moment, were the cause of great hilarity, particularly his "eye" song.

EX-PRES. BEN E. CLEMENT, Waco, Tex., Chairman of the Legislation Com'te, was greatly missed, being detained at home by illness. If the kindly wishes of his host of friends have a stimulating effect on his rugged stature in keeping with their sincerity, he will fully recover this week.

FROM OHIO came L. W. and W. C. Dewey, Blanchester; H. L. Goemann, Mansfield; Sam L. Rice, Metamora; E. D. Fristoe, Piqua; Edgar Thierwechter, Oak Harbor; Thos. F. Wood, London; Maurice Maney, Columbus; A. H. Fuller, Spencer; J. Buckinham, Bellevue; and N. G. Bennett, McComb.

EDGAR THIERWECHTER, Oak Harbor, O., never has admitted callers after 3 a. m., and even Joe Streicher of Toledo couldn't "crash the gates." With Joe playing the accordion and Maurice Maney tooting the harmonica, it is difficult to understand how Edgar could resist the wiles of such song as Dave Steinbergh also helped furnish.

BERT A. BOYD missed the meeting, but sent a telegram from Miami Beach, Fla., that although the wind had reached a velocity of 65 miles an hour and eight inches of rain had fallen in a short period putting lights and telephones out of commission, he complains that he has played only five games of golf in ten weeks, but he is sound and happy.

THE CHICAGO delegation consisted of George E. Booth of Lamson Brothers & Co.; Orrin Dowse of Stratton Grain Co.; Harry Klein of Bartlett Frazier Co.; Alex W. Kay; Howard Lipsey; M. L. Vehon; W. E. Suits of the Quaker Oats Co.; L. T. Sayre; Joe A. Schmitz; Frank Ely; John E. Bastien, and L. Beardsley.

BUFFALO sent J. C. McKillen of J. C. McKillen Co.; George B. Wood of Seymour-Wood Co.; M. F. Cohn of Sunset Feed & Grain Co.; M. C. Burns; E. C. Collard; Frank C. Gruetker; W. B. Hawke; O. G. Hubbell; Otto Tantzler; Harold E. Tweeden; Thomas Harris; Mark Steele; John B. Stouten; Lloyd Hedrick; E. W. Mitchell; M. F. Mulroy, and Howard Whitmer.

Cable reports indicate Hungary will abolish the import duty on corn. Czechoslovakia has already reduced its import duty. This is apparently caused by the poor conditions under which the northern Europe corn crops are struggling to maturity.

The first silk futures market in the United States has just been established as the National Raw Silk Exchange, New York, with merchants and commission firms of Europe, China, Japan and the United States as members, to enable merchandisers of silk to pass on to others the hazards of price fluctuations.

Battle Creek, Mich.—The Postum Co. has acquired all the capital stock of the Calumet Baking Powder Co. of Chicago. The transaction involves \$32,000,000. The Postum Co. a short time ago acquired the Cheek-Neal Coffee Co. This important industrial merger continues the tendency which is making this an age of business amalgamations.

On with the Dance.

THE CHINESE HOP was a hilarious and well planned program held in the large ball-room of the Statler, Monday night, from 9 until 1.

At 8:00, McGee's 22-piece Radio Broadcasting Orchestra gave a harmonious novelty program, the selections of which were interspersed with dance and vocal solos and numbers by some cute little tots.

The evening was crammed full of surprises. A bevy of beautiful girls kept the "stags" from lonesomeness, and George Booth saw to it that there were no wall-flowers.

A laundry ticket was given every dance, corresponding numbers being divided between the "girls" and the stags, the matching of numbers permitting the successful partners to dance. Circles, grand-right-and-lefts, etc., were other features of merriment on this smartly arranged affair.

Johnny Hodge of Los Angeles serenaded the departing guests until the house detective started broadcasting his base.

Aboard the Submarine "S-19."

Out on the bounding main aboard the 219-foot U.S.S. submarine "S-19," a fortunate and courageous group of 24 grain dealers spent three glorious hours.

What a grain man will turn to in time of depression, not to mention complete submersion from the outside world, was a much-mooted question, but the answer was learned on this trip. Harry Klein of Chicago, and E. B. Evans of Decatur, Ill., exchanged purchase and sale confirmations drawn up on U.S.S. S-19 stationery, written on the submarine typewriter, for 50,000 bushels of new No. 4 yellow corn, December shipment, delivered at Kankakee, Ill., at five (5) cents under Chicago December, futures to be exchanged any time the buyer so wishes (which, on good information, we learn is to be consummated while flying in the clouds).

In addition, it is also understood that four grain men now have the distinction of being the only ones in the trade ever having played bridge, pitch and solitaire under the briny deep.

This trip was voted the most fascinating feature ever put on anywhere. The officers and sailors were most courteous and went to great pains to explain every interesting detail. It appears that every man in the crew of a submarine is required to be able to operate everything aboard ship.

Some snaps may be reproduced in the next number showing the following individuals aboard:

Captain George Wood, Buffalo; Rear Admiral Sam Mason, Sioux City, Ia.; Sec'y of the Navy Harry Klein, Chicago; Ensign D. J. Schuh, Cincinnati; Chief Cook and Bottle Washer "Jimmy" Owens, Des Moines; Chief of Navy Intelligence Fred D. Horner, Evanston, Ill.; Paymaster Alex MacDonald, Boston; First Mate E. B. Evans, Decatur, Ill.; Lieutenant John Stark, Kansas City; Commandant Fred Scholl, Cincinnati; Navy Dietitian, Charlie Flanley, Sioux City, Ia.; Secretary of War Fred E. Watkins, and wife, Cleveland.

The following officers, who were not in uniform at the time: H. W. Reimann and wife, Shelbyville, Ind.; Mrs. C. D. Sturtevant, her daughter, her son, and his fiancée, Miss Bradley, Omaha, Nebr.; Mrs. David Smith, Lake Odessa, Mich.; Joseph S. Green, Louisville, Ky.; Otto Tantzler, Buffalo, N. Y.; J. W. Caldwell, St. Louis, Mo.; Clarke C. Davis, Binghamton, N. Y., and Mr. Richards of Ohio.

As a souvenir, the Navy Commander permitted the return of the waivers each of the party signed before going aboard, which waivers released the Navy from all claims for injury, sickness or property damage resulting from any accident occurring while diving or arising from the ocean's depths.

As a slight token of appreciation for coming away up to Boston from their base at New London, Conn., Alex MacDonald collected a "tobacco" fund, which was only too gratefully contributed.

Enlistment records will probably soon reflect

some unexpected "bull" movements as a consequence of being captivated by the "lure of the sea."

Attendance Prizes

To the Boston dealers, and especially to the Chairman of the Executive Com'te, Carl J. B. Currie, and Alex Macdonald credit is due for originating and carrying out a splendid scheme for stimulating prompt attendance at sessions and holding the audience until adjournment. A number of beautiful prizes were exhibited at Convention Headquarters Monday and offered as Attendance Teasers.

Dealers reaching the Convention Hall at or before the appointed hour for opening the morning session on Tuesday and on Wednesday were given a number and its duplicate placed in a hat. At adjournment of these sessions ten numbers were drawn from the hat and holders still present were given the choice of the presents in the order they were drawn.

The prize winners and their prizes selected are listed at the close of each session.

Funds for providing presents were subscribed by the Rosenbaum Grain Corpn., Chicago; the Scholl Grain Co., Cincinnati; Lewis Grain Corpn., Buffalo, and John Wickenheiser & Co., Toledo.

The lariat was contributed by the Denver Alfalfa Milling Co., Denver, Colo.; the Clark's Car Load Grain Tables and the Universal Grain Code by the Grain Dealers Journal, Chicago.

Entertainment for the Ladies.

The ladies' reception com'te, headed by Mrs. Paul T. Rothwell, is to be congratulated for their whole-hearted welcome, their elaborate entertainment and the anticipation of every desire of the visiting ladies.

A reception was held Sunday on the mezzanine floor and acquaintances made that will be long remembered.

A shopping tour of Boston's great department stores held the interest of the ladies Monday morning and was followed by a delightful luncheon.

A harbor trip and inspection of the Boston Navy Yard, where the culinary art as practiced on board the U. S. Destroyer Raleigh intrigued the ladies, was followed in the evening by the ball. Tuesday morning the ladies enjoyed a sight-seeing tour around Boston and along the North Shore and inspected the great Metropolitan Theater, where a special performance was held. In the afternoon early American history was reviewed on a historic trip through Concord and Lexington, and in the evening the ladies lent color to the banquet held in the Ballroom.

The ladies in attendance included Mesdames M. F. Cohn, Thomas Harris and J. B. Stouten, Buffalo; C. D. Sturtevant, Harry Clark, J. T. Buchanan and F. P. Manchester, Omaha; J. C. Parks, R. A. Kelly, F. A. Theis, C. L. Fountaine and Orla A. Severance, Kansas City; L. F. Schultz and W. J. Edwards, St. Louis; L. J. Schuster, Joe Streicher, Toledo; W. King, Paul Larson, S. P. Mason, Sioux City; Robt. Early, Cincinnati; L. W. Forbell, N. Y. C.; A. A. Breed, Milwaukee; Ben B. Bishop, Sheldon, Ill.; T. E. Hamman, Arcola, Ill.; D. Smith, Lake Odessa, Mich.; N. G. Bennett, McComb, O.; Fred Watkins, Cleveland; Jos. A. Schmitz, Frank Ely, Orrin Dowse, C. L. Lias, Chicago; G. T. Price, Manchester, Okla.; W. M. Howard, Ware, Mass.; A. J. Thompson, Wycombe, Pa.; F. B. Gleser, Stafford, Conn.; Harry S. Gray, Springfield, N. Y., and O. A. Rector, Pittsburgh, Pa., and Misses Catherine Bradley and Sturtevant, Omaha; Cora Cook, Maxwell, Kans.

The proposed compulsory wheat pool on which the Province of New South Wales, Australia, voted, was rejected by an overwhelming majority.

Chief Grain Inspectors Meeting.

The 27th annual meeting of the Chief Grain Inspectors was called to order Tuesday morning in Parlor "B" by President A. A. Breed of Milwaukee, who spoke briefly on the benefits to be gained by the exchange of ideas and the better understanding between inspection departments brought about by the association meetings.

HENRY L. GOEMANN, chairman of the transportation com'te of the G. D. W. A., outlined the Heavier Loading Campaign being conducted by the American Railway Ass'n and maintained that, unless action was taken soon, it would be impossible to maintain the 24 inch rule. He asked for an expression from the inspectors on the probable effect of the propaganda in their ability to obtain representative samples from cars.

A resolution was passed recommending opposition to the campaign and in favor of maintaining the 24 inch loading rule.

A discussion ensued on the inability of departments to grade out of the terminals Number 2 white oats, which were graded in as No. 2 before rule was changed owing to the reduction of grade by the federal appeals board.

A resolution was adopted by a rising vote that a telegram be sent Chief Inspector Fears of Kansas City expressing regret at his prolonged illness and wishing him a speedy recovery.

The following officers were elected for the ensuing year: Lee D. Irving, Louisville, president; David H. Larkin, Baltimore, vice-president; Paul Larson, Sioux City, secy-treasurer.

Among those in attendance were A. A. Breed, Milwaukee; Harry R. Clark, Omaha; T. B. Armstrong, F. M. Fink, Kansas City; John H. Frazier, Philadelphia; Sam Holder, Indianapolis; Lee D. Irving, Louisville; F. B. Tompkins, Peoria; David Larkin, Baltimore; and Charles F. Lias, Chicago, and Roy H. Monier and H. R. Ennis, Jr., of the Missouri Inspection and Weighing Dept.

Germany.—The rye crop is officially estimated at 307,714,000 bus. This is much better than the average and will give a splendid exportable surplus.

Terminal Grain Weighmasters.

[Continued from page 389.]

Grain journal, with report of meeting....	7.00
Rubber stamp	3.50
Stationery	12.25
Dinner last year.....	40.00

Total	\$ 79.25
Balance on hand.....	203.85

ELECTION OF OFFICERS.

PRESIDENT QUIST endeavored to establish a precedent of promotion of officers annually.

Mr. Monier ignoring Mr. Quist's recommendation moved that the present officers be re-elected for another year, by acclamation.

Mr. Quist asked for reconsideration, but the motion was seconded by the persistent Tom Armstrong, Kansas City, and the motion was carried.

The officers for the ensuing year, then, are P. P. Quist, Minneapolis, president; M. H. Ladd, Milwaukee, vice-president; Harry R. Clark, Omaha, secy'y-treas.

An announcement of a luncheon Tuesday noon preceded the adjournment.

Among those present were: Tom Armstrong and L. N. Fink, Kansas State department, Kansas City; Harry R. Clark, chief weighmaster, Omaha; George S. Colby, Houston, Tex.; Sam A. Holder, chief weighmaster and inspector, Indianapolis; Clay Johnson, chief supervisor, weighing department, Board of Trade, Peoria; H. A. Juneau, weighmaster, Grain and Warehouse Commission, Superior, Wis.; C. A. King, chief scale inspector, Western Weighing Bureau, Chicago; M. H. Ladd, chief weighmaster, Milwaukee, Wis.; Paul Larson, chief weighmaster and inspector, Sioux City; Roy H. Monier, Missouri State Grain and Warehouse Commissioner, and H. R. Ennis, Jr., chief deputy inspector, Kansas City; P. P. Quist, state weighmaster, Minneapolis; Joe A. Schmitz, chief weighmaster, and W. H. Byrne, assistant weighmaster, Chicago, and F. H. Schlinkert, chief scale inspector for the Missouri Pacific.

Terminal Grain Weighmasters

The 11th annual meeting of the Terminal Grain Weighmasters Ass'n was called to order in the Statler Hotel, Boston, by the president, P. P. Quist of Minneapolis, Monday morning, Sept. 24, who addressed the meeting as follows:

President Quist's Address.

I am glad to welcome you to this—our eleventh annual meeting. We are here to exchange thoughts and experiences which aim to promote efficiency in our service to the grain trade. I have attended every meeting so far and have always come away with knowledge that has been of value in my work, to say nothing of the fellowship gained in meeting the men engaged in the same kind of service.

The Terminal Grain Weighmasters National Ass'n has now been in existence for ten years, being organized in Milwaukee Oct. 12, 1918. The veteran board of trade weighmaster, H. A. Foss, of Chicago, called the meeting to which the weighmasters of the different terminal markets were invited. I well remember Mr. Foss' statement in taking the chair when he said, "I have long held the opinion that a conference of this character is desirable to further the interest of uniformity in the practice of the terminal grain weighing departments, as well as uniformity in the work of testing grain scales." Mr. Foss' idea, thus expressed, became the motive of this organization, and it has been working along that line ever since, and much has been accomplished towards the goal aimed at ten years ago.

Suspicion Between Markets: At that time there was more or less distrust between the different grain markets; many of the dealers were under the impression that the weights of other markets than their own were not dependable and needed looking after, and I know that investigators were sent out to locate supposed fraudulent weights at rival markets. These investigations did not disclose any dishonesty. There was, however, too wide a spread in the weights between some of our markets, which most likely was due to lack of opportunity keeping close check on the scales and loading spouts. The suspicion which existed between the grain markets naturally affected the weighing service as well, and when the question came up as to the responsibility for the excessive difference between the loading and unloading weights, the verdict was usually against the other market.

There has been a great change; business is done today on a higher level. While competition between markets is as keen as ever, there is a tolerance which I believe is due to organization where the interested parties can meet and settle grievances—real or imaginary—in an open way. I believe the Terminal Grain Weighmasters Ass'n has done much towards quieting the suspicion by adopting the shipping weight card system, which made it possible to keep close check on the weights between the different markets.

Many of the markets did not have a cross-town movement of grain whereby their own weights came in conflict, but depended on an annual, or at best a semi-annual, scale test, which was not sufficient to keep scales built on the cribbing or insecure foundations up to standard, as there is almost a constant settling and heaving which will cause more or less disarrangement of the scale leverage resulting in unreliable weights. I have known scales to change from one to two pounds per thousand pounds from standard in filling an elevator or in emptying it, and the same is true, to an even greater extent, of a track scale built on insecure foundation.

While weight discrepancies are generally traced to scales, loading spouts also need close attention, especially where they pass through storage bins. Owing to the fact that Minneapolis flour mills receive a great deal of wheat annually from different markets, we are in a position through the weight cards to compare weights, and it is interesting to note the change that has taken place during the last few years. Hundreds of carloads of wheat are received at Minneapolis from different terminal markets where the difference between the shipping weight and our weight is less than one hundred pounds per car, where formerly the difference was more than double that amount.

I am convinced that if the country shipper could be induced to adopt the same card system as used between the terminal markets that closer weights would be the result. We have a law in Minnesota which requires the shipper of grain to post a card in the car showing the loading weight, and we find a decided improvement in weights has taken place where the shipper complies with the law. It seems that a person is more careful when he knows his work will be checked up at the terminal market.

Our rules provide that a special investigation shall be made in case the difference between the loading and unloading weight is abnormal.

It is our practice, where the shipper's name and address is given in the card, to advise him of the result of our special investigation. This close contact with the shippers has done much to do away with the suspicion they had against the terminal markets.

Loading Weight Cards: At the annual meeting in Omaha a year ago we adopted a resolution asking the Grain Dealers National Ass'n to recommend to its members the use of loading weight cards, which was adopted. The grain journals are also recommending this system, but it will take some time to convince the shipper of its benefit. Many of the shippers object to revealing the loading weight, being under the impression that should they happen to forget to count a draft in loading a car with subsequent overweight, they would only receive credit for the amount stated on the card, while, if the terminal market had no knowledge of shippers' weight, they would receive credit for the entire load.

It is consequently up to us, as weighmasters, to keep close check on our scales and equipments, as we are then in position to convince the shipper that our weights are correct, and also, that credit is given for the actual weight regardless of the amount stated on the loading card.

M. H. LADD, Weighmaster, Milwaukee, on the subject of "Single Wall Box Cars vs. Double Wall Box Cars," brought out some very interesting facts resulting from a survey of 3,000 grain laden cars. His address follows:

Single Wall vs. Double Wall Box Cars.

The single sheathed box car, for the transportation of bulk grain, is so far superior to the double sheathed car that there is no comparison between the two types. That is my personal opinion, based on observation and analysis of results during the past several years, and I feel positive that you gentlemen all agree with me.

This type of car is practically leak proof. In my department we kept a special record over a certain period, and during this period three thousand grain laden cars were unloaded. 1,007 cars, or practically one-third of the 3,000 cars, were of single wall construction, the remaining two-thirds being of the double wall type, and having outer sheathings of wood and steel, principally of wood.

Of the 1,007 single sheathed cars we found only one car that was leaking grain on arrival, and that leakage was through a crack between two floor boards. Evidently the floor had been built of green lumber and the boards had shrunk far enough apart to allow the tongue to pull out of the groove, causing a crack through which the grain could leak.

Of the remaining 2,000 cars we found 122, or 6 per cent, in a leaking condition. The percentage of leakage on the entire 3,000 cars was approximately 4 per cent. Compare these percentages with one-tenth of 1 per cent on the single sheathed car. If all box cars were of the single sheathed type we would have very few leaking cars coming to the terminal markets. Please understand that in compiling these figures I have ignored all grain door leaks, as car construction has no bearing on this form of leakage.

Re-sweeping tests made on many different occasions did not disclose a car of the single sheathed type that contained enough grain to warrant a re-sweeping.

During my investigation of this subject I visited the car shops of the Milwaukee Road, situated in West Milwaukee. The Milwaukee Road builds its own equipment. Mr. K. F. Nyström, the master car builder, with whom I spent a very interesting day, tells me that the Milwaukee Road is now building nothing but single sheathed box cars, and that he considers them the best type of cars, not only for grain, but for general service. The original cost is somewhat greater, but the reduced cost of maintenance, not to mention the reduction in grain claims, soon pays for the higher cost.

The only argument in favor of the double wall car, so far as I can learn, is that it offers less wind resistance in a moving train. The outside steel frame of the single sheathed car offers more resistance to the wind than the smooth surface of the double sheathed car, hence more power is required to operate the train.

The single sheathed car is also considered more desirable for other classes of freight, such as flour and feeds, in fact, any commodity shipped in sacks. There are no protruding nails or nail heads on the inside of the single wall car on which the sacks can become torn, which is not true of many double sheathed cars.

In conclusion, therefore, let me present the following resolution for your consideration:

WHEREAS: Investigations conducted by terminal grain weighmasters, and statistics compiled by terminal grain weighing departments, indicate clearly that the single sheathed box car is superior to the double sheathed car as a bulk grain carrying vehicle, for reasons:

First—The single wall car, when properly constructed of seasoned or kiln dried lumber, is practically leak proof, the number of such cars arriving at terminal markets in a leaking condition being negligible.

Second—No difficulty is encountered at unloading elevators in removing ALL of the grain from this type of car, there being no inner lining behind which grain can lodge. It is not an uncommon occurrence that a considerable quantity of grain becomes pocketed behind the linings of double sheathed cars and, due to an obstruction in the openings at the bottom of the linings, and this grain cannot be removed without first removing one or more of the lining boards.

Third—The unloading operation is facilitated to a considerable degree when single sheathed cars are used. A single sheathed car can be swept clean in less time than it takes to sweep a double sheathed car, because grain lodged between the two walls, and also along the belt rail, must be removed before the car can be pronounced clean; therefore, be it

RESOLVED, That the Terminal Grain Weighmasters National Ass'n is unanimously agreed that the single sheathed box car has proved by use that it is the ideal type of car for the transportation of bulk grain; and be it further

RESOLVED, That copies of this resolution be placed in the hands of master car builders of the extensive grain carrying railroads, and builders and designers of freight cars, for their consideration when designing and building new box cars for use in the transportation of bulk grain and other commodities.

C. A. KING, Chief Scale Inspector Western Weighing and Inspection Bureau, on "Construction of Loading Spouts" disclosed the following findings:

Construction of Loading Spouts.

With all the agitation in regards to loading spouts not going through bins, or if so they must be protected, so that in case of a leak the grain would not run into the bin, but out into the open, so it would be noticed and spout repaired.

Elevator construction companies are still running them through the bins and not making any effort to protect them, and as most of these elevators are being built at country points, and you do not get there until the job is finished and then make a request of the operator to build some protection in the bin, he wants to know why that was not done by the contractor, and he says, it is not in the specifications, so all you can do is to insist on the operator leaving the bin open or building a box around the spout in the bin.

I just inspected a new elevator and they had two loading spouts, and a spout going from the elevator to the mill, all running through the same bin; the two loading spouts were made of light material, while the spout going to the mill was of heavy wrought iron well casing. I am in hopes of getting some protection around these spouts before they begin to leak.

When loading spout through a bin starts to leak it does not take it long to wear into a large leak, and as in a case I had about a year ago, they loaded a string of cars out of an elevator which went to export points, and was unloaded into three different elevators and over fourteen different scales, all run about the same shortages. When checked up at the loading elevator the spout had been patched, which they claimed had been on the spout for a year, but later they admitted they had patched it after these cars were loaded. This spout run through a cleaner bin, so bin did not fill up.

A great many of these shortages could be traced to leaking spouts running through bins, and I wish this body would make a recommendation to the National Grain Dealers Ass'n through H. L. Goemann that they insist loading spouts must be protected when going through bins.

MR. KING then presented the following resolution which was adopted:

Opposed to Larger Cars.

In view of the reports that are being circulated that some of the carriers are gradually building large capacity cars of say hundred thousand pounds, also 125,000 pounds and over, and eliminating the sixty and eighty capacity cars from use in transporting grain, and such action on carriers' part may become general, same would then create a serious handicap to the shippers who are unable to load and sell, and buyers who are unable to use the heavily loaded cars and who therefore demand the tariff minimums now in effect as being the limits of their buying power and taxing their capacity to handle.

THEREFORE we hereby go on record and request our Transportation Committee to bring to the attention of the proper officials of the

American Railway Ass'n the trade needs and limitations with respect to the building of larger cars than now in general use as per preamble hereto.

ROY H. MONIER, State Warehouse Commissioner, Kansas City, read a paper describing the operation of the Missouri Weighing and Inspection Depts., outlining the physical and human elements of elevators, the financing of the department, loading and unloading operation, and the yearly weigh-up. From his address we take the following:

Methods of Weighing Grain in the Terminal Markets of Missouri.

The Missouri Grain Weighing Department has offices and bonded weighmasters in St. Louis, Kansas City, St. Joseph, Sikeston, Springfield, Carthage and Mt. Vernon. The department is doing all it can to improve the standards of weighing of grain and the scales and equipment of various grain warehouses in the state. By strict requirements for efficiency and team work we feel Missouri is doing her part toward making the aim of this Ass'n for the correct handling of one of the basic commodities of our country possible.

The official title of my office in Missouri is State Warehouse Commissioner, this being established by law in Missouri in 1913. The Warehouse Commissioner is now appointed by the Governor for a term of four years, subject to confirmation by the Senate. The official weighing of grain at all public and private grain warehouses in Missouri is administered under the jurisdiction of the Warehouse Commissioner. Weighmasters under a \$5,000 bond each supervise the weighing.

(The Revised Statutes of Missouri, 1919, Sections 6051 and 6053, were given.)

The Commissioner fixes the fees necessary to maintain the Department, as it is required to be self-supporting. The fees at present are 50c per carload and 50c per 1,000 bus. for weighing grain for barge shipment.

At present 21 public warehouses and 39 private warehouses are supervised in the state. When these are all operating 97 are employed in the weighing department. One man is able to look after two or three private houses, as they do not all operate continuously.

Downstairs weighmasters are required to keep complete seal records, make out thorough car condition reports, estimate inches of grain on all "In" cars as near as possible, showing if car is evenly or unevenly loaded, examine all cars before leaving unloading sinks to make sure that they are swept clean and to report tight linings, holes in car floor or other bad conditions. On loading out he must report that cars are fit for grain loading, that grain is swept up and put in car in case of leaky spout or spills (strict attention being given when cars are loaded over an open sink).

He must see that car is properly sealed and weight card attached to car. It is the duty of the downstairs man to keep the upstairs weighmaster informed as to changes in line-up or of cross town cars, set-backs or as to any condition bearing on the identification of the contents of the car. He must furnish upstairs man when car is set for unloading with track number, set number, leg or scale number without delay.

The weight of each draft is taken at center balance and must be checked with house weigher. Upstairs man's record must show date, time, car number, initials, capacity, commodity, shippers' weight, track number, set number, leg or scale number, each draft with a denominational check and number of hanger weights used in connection with the punched scale ticket and the total amount. The weighmasters must know that the grain handling equipment is in good condition and that the signals are operated properly.

The upstairs weighmaster must know that the scales are in correct balance before weighing each and every draft and must be on the lookout for any defect in the scales and report same to the office at once.

The 157 scales used for weighing bulk grain by our Missouri department are of the track and hopper scale variety, equipped with weight recording devices. These scales, supervised by state weighmasters, are inspected at least every six months by the state scale inspector without any charge to the plants. If special attention is required between the regular inspections charges are made.

In order to secure the data on their past weighing performances the scales are first tested in the condition as found and the inspector makes whatever corrections and adjustments found necessary to place as many of the scales in accurate weighing order as is warranted by the efficiency of the scale's design, general alignment and condition of the vital parts. To be approved the scales must in all cases be made to weigh correctly within the prescribed tolerances, and every effort is made to reduce to the lowest minimum the use of these allowance limits, so as to maintain more safely the desired weighing accuracy between test periods.

Recommendations in order and information in the matters pertaining to weighing facilities and their proper installation are furnished all interests concerned. No test fees or charges for the inspector's time are assessed against the scale owners.

About 90% of the Missouri state supervised scales are of the hopper scale kind, 43 of which have a capacity of 2,000 bushels and over. Two hopper scale testing equipments are used, each consisting of 10,000 pounds of calibrated cast iron fifty-pound weights of approved design. One equipment is operated by means of chain hoists and sealed steel baskets. The test load is applied in two or more multiples, evenly distributed on the scale's four corners, at zero load and with loads of grain ranging up to within 10,000 pounds of the scale's working capacity. Graduated and corner tests are made whenever found necessary.

The fifty-pound field standards as well as on the ratio counter poise weights are calibrated every six months and are stamped for identification of their seal.

There are only 17 grain weighing track scales under the Missouri state supervision, 14 of which are of the modern 60 tons per section design. These scales are tested with the United States Bureau of Standards, which carries short wheel base test cars. In connection with these scales, I wish to mention that the railroad in transit weights are a big help in clearing up weight variations between country shipping weights and our out-turn weight. It is hoped that this check weighing program will become more extensive.

The official weighmasters of the department have 21 definite rules set out in the rule book established by the department for them to follow, in addition to the instructions given them by the Chief Weighmaster for the special handling of grain at the elevator or mill at which they are located. The weighmasters are given a long and thorough written examination each year at the beginning of the heavy wheat movement. Weighmasters who are found defective in their knowledge of the rules or policies of the department or of the plant at which they are located, are instructed upon these defects after the examination, and if an efficiency is not developed, they are dropped from the employ of the department.

A supervising weighmaster in the field every day makes a report to the Commissioner at least twice each month, not only upon the efficiency of the weighmasters and the team work at the various elevators and mills, but also upon the efficiency of the equipment and scales at each plant. If team work is found to be not working smoothly, either with the men of the department or the men at elevators, changes are made to bring about better results. If weight cards are not being used carefully and leak reports not made thoroughly, together with other details, the Commissioner is advised, among other things, so that the standard of efficiency can be kept up at all times. The supervising weighmaster does not have charge of the assignment of men, but the Chief Weighmaster in the office, who looks after the records, has this duty. Weighmasters are changed at least once every six months, so that too much intimacy with housemen or indifference will not be encouraged or developed.

The maintenance fund of the Department is required to be self-supporting by the laws governing the department. The statute (Section 6032) provides:

Fees: The chief inspector of grain, the deputy chief inspector, assistant inspectors and other employees in connection therewith shall be governed in their respective duties by such rules and regulations as may be prescribed by the commissioner, and the said commissioner shall have full power to make all proper rules and regulations for the inspection of grain not inconsistent with this article, to include the fixing of charges for the inspection of grain and other duties of said chief inspector, deputy chief inspector and assistant inspectors and samplers and to make rules for the collection of same, which charges shall be regulated in such manner as will, in the judgment of the commissioner, produce sufficient revenue to meet the necessary expenses of the service of inspection and no more.

All fees collected shall be turned into the state treasury, and all fees so turned into the state treasury from the inspection and weighing of grain are hereby re-appropriated to the warehouse commissioner for the purpose of paying all salaries and expenses necessary for inspecting and weighing grain, and paying all other expenses incurred in the administration of the department. All money actually and necessarily paid out by the warehouse commissioner to any inspector, weigher, sampler or other employee as salaries, and all money actually or necessarily paid out by the warehouse commissioner for traveling or incidental expenses or for equipment shall be paid by the state treasurer out of such fees, upon the state containing an itemized account of such auditor's warrant, to be issued upon sworn vouchers, salaries and expenses.

All fees collected shall be paid monthly into the state treasury and become a part of the grain inspection and weighing fund of the state,

the earnings of each month to be paid into said treasury on or before the 20th day of the month following the one during which such fees were earned. Provided, however, that at the end of each biennial period all money remaining in said fund in excess of thirty thousand dollars shall be transferred by the state treasurer into and become a part of the general revenue fund.

This statute was amended and arranged in this way in the last session of the legislature. Previous to that all the surplus of the department was turned over to the state treasurer, but now a revolving fund of at least \$30,000 retained by the department makes possible the reduction of fees so the surplus may be used for the benefit of the department. At the present time the weighing fee of 50c per carload is the lowest in the history of the department, for the commissioner feels that the department should be run as economically as possible and at as nearly the cost of operation as can be arranged. It is not considered businesslike to accumulate a large surplus, but on the other hand it is the policy of the department to collect only sufficient fees to make a safe surplus to maintain the department during the dull grain periods of the year and to avoid collecting unnecessary fees from the farmer and the grain trade, who in this way may use the funds otherwise unnecessarily collected for the operation of their private business.

From Jan. 1, 1927, to Aug. 1, 1928, the department has collected \$426,741.50 and has expended \$380,523.30, leaving a surplus of \$46,218.20 in the operation of the inspection and weighing service in connection with the public warehouses in the state of Missouri. During that same period it has collected \$61,378.44 and expended \$50,934.72, leaving a balance of \$10,443.72 in the operation of private grain warehouses in the state of Missouri.

The policy of our department is that a state service should be based upon good business methods, including efficiency, economy and courtesy at all times, and we feel that this should be encouraged through this organization.

In my experience with officers of this work in the nation, I believe that they are high class business men and I value their acquaintance very highly. My experience and my relations with the grain trade has been as pleasant as any I have had in my business career, and I believe that the ethics of the trade is of the very highest. It is our aim at all times to improve the service and give the grain trade accurate weights and dependable information as promptly as possible on the lowest cost.

At the close of his address Mr. Monier exhibited forms used by his dept. and sample questions used in the annual examinations.

Overloaded Cars in Missouri Few.

HENRY L. GOEMANN, Mansfield, O., chairman of the Transportation Com'te of the G. D. N. Ass'n, asked for an expression regarding the effect of the propaganda to load cars to the limit spread by the railroads.

Mr. Monier stated that only 45 out of 45,000 cars received in the state were found overloaded.

In cases of overloading, Mr. Monier's department breaks down the grain doors in order to obtain a representative sample to protect the trade in the face of mixed loadings of combined wheat of different grades and varieties.

This action was approved by the Western Weighing and Inspection Department.

JOE SCHMITZ, Chief Weighmaster, Chicago, when called upon by Pres. Quist to contribute his valuable thoughts and suggestions opined that if all present would digest the meat of the splendid address given as well as the essence of technical lobby conversations in which all weighmasters indulge, all would be justified in taking his time for the trip.

JOS A. SCHMITZ, Chairman of the Scale Garner Com'te, reported that splendid publicity had been given the subject by the grain trade journals which he hoped would result in considerable beef to elevator operators.

HARRY R. CLARK, Chief Weighmaster, Omaha, Sec'y-Treasurer, reported as follows:

Report of the Secretary and Treasurer. RECEIPTS.

21 direct memberships at \$5 each.....	\$105.00
Collection (4) 1926 dues.....	20.00
Two associate members at \$3 each.....	6.00
	\$131.00
Balance from last report.....	152.10
Total	\$283.10

EXPENDITURES.

Letters and stamps.....	\$ 16.50
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[Continued on page 387.]

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

CALIFORNIA

Ripon, Calif.—The management of the Tawney Grain & Warehouse Co. was recently assumed by the Tornell-Larson Grain Co., so that now the entire grain business of this section is handled by one company.

CANADA

Wilcox, Sask.—Fire destroyed the double elevator of the Munro-Fowler Elvtr. Co. at a loss of about \$50,000.

Vancouver, B. C.—R. M. Bryan recently moved from Winnipeg to Vancouver to take charge of the grain department of the Vancouver Milling & Grain Co., Ltd.

St. John, N. B.—A. R. McDonald, general manager of the Maple Leaf Milling Co., Ltd., Winnipeg, was a recent visitor, studying the advantages in erecting an elevator in St. John.

Fort William, Ont.—We are now operating the Pool Elevator No. 3 at this point and have engaged the services of J. Latrell as manager of the properties.—J. Gillespie, Gillespie Terminal Grain Co.

Belmont, Ont.—The Elgin-Middlesex Farmers, Ltd., lost its elevator and warehouses by fire last month. W. A. Barons lost his warehouse in the same conflagration. The combined loss is placed at \$25,000.

Port Arthur, Ont.—Nels Hansen, millwright employed at Pool Elevator No. 2, Current River, received severe injuries when he missed his footing about 8 o'clock in the morning on Sept. 12. He fell heavily on his right side, fracturing the shoulder, breaking two ribs and receiving injuries to his head. He is expected to recover.

Winnipeg, Man.—I have severed my connection with the Canadian Co-operative Wheat Producers, Ltd., and have joined the staff of the Eastern Terminal Elevator Co., Ltd., as assistant to C. Stuart Langille, mgr. I have moved to Winnipeg. My successor at Fort William is C. S. Maxwell, formerly of this city.—Frank M. Ross.

Vancouver, B. C.—The Harbor Commissioners Elvtr. No. 1, under operation by the Pacific Terminal Elvtr. Co., is to undergo a general overhauling. Three additional legs, two for cleaning and one for the drier, a 5,000-bu. garner over the drier, two disc cleaners, a car spout and six motors will be installed. The work is being supervised by C. D. Howe & Co.

Montreal, Que.—Rapid progress has been made on the 3,000,000-bu. annex to Elvtr. 3 of the Montreal Harbor Commissioners, and the structure is expected to be completed for operation before the end of this month. This addition will make No. 3 the largest elevator in the harbor of Montreal, with total capacity for 5,000,000 bus. It brings the total capacity for the port to 10,162,000 bus. The new structure covers a space of 315x141 ft. and is composed of a head-house and 54 circular bins, 40 interspace bins, and 61 rectangular ones. The circular bins have capacity for 34,500 bus. each, the interspace bins 7,400, and the rectangular bins from 5,500 to 13,600 bus.—P. F.

Winnipeg, Man.—James A. Crowe was selected to head the Winnipeg Grain Exchange for the next twelve months, the annual election and meeting of this organization taking place on Sept. 11. E. W. Kneeland, the retiring president, is now the second vice-president. W. A. Murphy was re-elected to the office of vice-pres. The Council is composed of N. J. Breen, R. T. Evans, J. C. Gage, Henry Gauer, C. E. Hayes, N. L. Leach, C. H. Leaman, D. C. MacLachlan, A. C. Michael, A. C. Reid, A. Thomson and A. P. White. Com'te on arbitration—C. E. Eggleston, R. T. Evans, F. O. Fowler, Herbert Sellers, A. Thomson, C. Tilt, A. P. White. Com'te of Appeals—N. J. Breen, John Fleming, J. C. Gage, A. K. Godfrey, W. E. Reid, J. A. Richardson, S. T. Smith.

Winnipeg, Man.—A recent sale of membership in the Winnipeg Grain Exchange brought \$14,000.

Regina, Sask.—The Pool Elvtrs., a subsidiary of the Saskatchewan Wheat Pool, has increased its capitalization to \$6,200,000.

Vancouver, B. C.—The Vancouver Merchants Exchange held its seventh annual meeting and luncheon at noon at the Hotel Georgia on Sept. 17 to elect trustees. The organization has 342 members, though not all of this number are engaged in the grain business. Col. R. D. Williams heads the Exchange at present.

COLORADO

Atwood, Colo.—The local elevator has been opened by the W. C. Harris Grain Co. J. E. McTee is the local manager.

La Junta, Colo.—The La Junta Milling & Elvtr. Co. has added bean handling to its other activities. A large storage house has been procured and a bean recleaner installed.

Akron, Colo.—A new bean cleaning plant is being installed at the Akron Elvtr. It is being erected just east of the warehouse and when completed will handle a carload of beans per day. Elevating, cleaning and sacking equipment is being put in.

ILLINOIS

Lostant, Ill.—The Lostant Grain Co. is erecting a 76-ft. coal shed.

Danville, Ill.—I think "Squire" Cavitt is going to get married in December.—"Jake."

Savannah, Ill.—The Froedtert Grain & Malt-ing Co. of Milwaukee has leased the elevator.

Fairdale, Ill.—An attrition mill was recently installed by E. E. Woodward in his plant here.

Atkinson, Ill.—A. Winter is manager of the local elevator of the Federal Grain Elvtr. Co.

Wayne City, Ill.—Fire destroyed the J. A. Gaston & Son mill, built in 1883, at a loss of \$12,000.

Mira (Urbana p. o.), Ill.—E. W. Reichard has bought an elevator on the Wabash and now operates it.

Cedar Point, Ill.—A new storage warehouse for seeds and feeds will soon be erected for the Farmers Co-op. Grain & Supply Co.

Sparta, Ill.—The property of the Meek Milling Co. has been leased to Richard Och and Fred Langdon who are now operating it.

Cairo, Ill.—O. B. Hastings, who has been confined in a hospital in Chicago, has returned to Cairo in a much improved state of health.

Leland, Ill.—The Leland Grain Co. has erected a new 16x20 ft. coal shed, containing seven bins. Complete conveyor equipment is installed.

Fountain Creek (Hoopston p. o.), Ill.—Mrs. C. C. Long, wife of C. C. Long, elevator operator here, passed away Tuesday night, Sept. 18.

Zearing, Ill.—We have given our elevator a coat of red paint which greatly improves its appearance.—W. A. Diedrick, Arlington Grain Co.

Streator, Ill.—The grain trade of the Streator territory will meet at the Plumb Hotel at 7 p. m. on Sept. 27 for their regular monthly meeting.

Morris, Ill.—Morris territory grain dealers will meet at the Country Club here at 7 p. m. on Sept. 26. R. A. McClelland is chairman. "Eats" will be served.

Gridley, Ill.—The old driveway in the elevator of Gramm & Klopferstein has been taken up and a new one with two Kewanee Truck Lifts has been put in.

Gibson City, Ill.—The regular monthly meeting of grain dealers in Gibson City territory is scheduled for the K. of P. Hall at Gibson City at 7 p. m., Sept. 28.

Sullivan, Ill.—The old established firm of Sullivan Grain Co. has incorporated for \$60,000. J. B. Tabor, J. L. McLaughlin and W. H. Birch are the incorporators.

Mount Pulaski, Ill.—Geo. H. Hubbard of Lincoln plans to either sell the site of his burned elevator to the Farmers Elvtr. Co. or rebuild and continue in business.

East Lynn, Ill.—John D. Cox, 68, retired grain dealer of East Lynn, hanged himself in a corn crib near Rossville, Ill., recently rather than to face a slow death by cancer.

Virgil, Ill.—A "high-line" will soon furnish electricity for Virgil, a service which John Schuh, grain dealer, expects to take advantage of by entirely electrifying his equipment.

Arcola, Ill.—The Farmers Elvtr. Co. has purchased the W. H. Smith elevator, located on the Pennsylvania. It is not expected that they will operate this house, as they own the other two elevators in town.

Silverton, Ill.—The Whiteley Switch elevator owned by R. M. Carter has been sold to W. W. Douglas and Grady Wimberley and the new owners have taken charge. The new firm name is Douglas Grain Co.

Gibson City, Ill.—A new mill is being built here for D. K. Roth and Paul Elkin who will operate under the name of Corn Belt Milling Co. Feed grinding will be done at their plant.—The Farmers Grain Co.

Chatsworth, Ill.—A chicken dinner will be served dealers of the Chatsworth territory at the Methodist church at 7 p. m., Sept. 25, after which a business session will be held in the Ass'n of Commerce rooms.

Pekin, Ill.—The plant of the American Distilling Co., which has been in continuous operation since 1897 has been sold to New York parties and will be operated as the American Commercial Alcohol Corpn.

Ashton, Ill.—Fire damaged the O. C. Baker Elvtr., Aug. 28. Early discovery made it possible to put out the blaze with a chemical extinguisher, and the fire was extinguished before the fire department arrived.

Peoria, Ill.—The American Milling Co. has purchased the Atlas Distillery and is remodeling it to grind soy beans. It has 50,000 acres of soy beans in Illinois under contract. This new mill will be known as No. 3.

Ritchey, Ill.—I am operating an elevator here on the Wabash R. R. under the name of Norman F. Butterfield. I have leased the elevator formerly operated under the name of Ritchie Grain Co.—Norman F. Butterfield.

Annawan, Ill.—An overheated motor set fire to the elevator of the Farmers Grain & Supply Co. on Sept. 11. Early discovery enabled employees to bring it under control and put it out, with resultant damage of only about \$25.

Marissa, Ill.—Fred Landgraf and Richard Oach have leased the Meek Mill. For the present they will confine their efforts to buying grain and grinding feed, tho later they hope to manufacture flour. Both are experienced mill men.

Gilman, Ill.—The regular monthly meeting of grain dealers in this territory was held in the Odd Fellows Hall Thursday night, Sept. 13. Dealers indulged in a splendid evening repast and had an interesting and profitable time discussing local problems.

Lilylake, Ill.—John Winterhauler, grain dealer who lost his steam operated custom grinding plant by fire some time ago, has replaced same with an electrically operated attrition mill housed in a specially constructed annex for caring for this class of service.

Morrisonville, Ill.—The concrete elevator and its equipment, which has been pending for some time in the controversy of W. E. Johnson and Ida Lemmon vs. John L. Clover, was sold at master's sale in Taylorville. Provine & Williams bid in the property for W. E. Johnson.

Watseka, Ill.—The Watseka Farmers Grain Co. had a booth at the local fair and passed out free tickets to each visitor. The owner of the first stub from these tickets drawn from a big box was entitled, free, to receive a carload of limestone furnished by the quarry which supplies the company.

Alonzo, Ill.—Clair Hickman, mgr. of the Alonzo branch of the Goodwin Co-operative Grain Co., has had a new sign painted on the Alonzo elevator announcing "Goodwin Co-operative Grain Co. of Alonzo." The roof has also been repainted and the elevator drives re-graveled.—"Squire" Cavitt.

Meriden, Ill.—J. H. Dole & Co. will overhaul the gasoline engine at the Meriden Elevator, which we operate, for immediate service, but no new engine will be installed at this time.—Charles E. Gallagher.

Greenfield, Ill.—Our office was broken into, Sept. 13, and about \$50 or \$60 in cash was taken. One cattle check for \$2,170 and several small checks were taken but we lost nothing on them. We are installing a new leg and a grain cleaner in our elevator now.—J. E. Foster, mgr. Farmers Co-operative Co.

Paw Paw, Ill.—We are installing a 32-inch Robinson Unique Attrition Mill run by two 40-h.p. motors, a Unique Ear Corn Crusher, an ear corn drag and a Kewanee Truck Lift. We now have a modern grinding mill in every way. The new equipment is housed in a 16x20 ft. addition adjoining the elevator.—I. R. Reynolds, mgr. Paw Paw Co-operative Co.

Decatur, Ill.—We have now completed our modern, concrete elevator situated on the I. C. and Pa. railroads, with 100,000 bus. capacity. C. L. Leiss, formerly local manager for J. E. Bennett & Co., and for the past two years associated with the Evans Elevator Co. is partner in the company. I was formerly in the grain business, and lately vice president of the Wells Oil Co.—The Decatur Grain & Elevator Co., John W. Hook.

Decatur, Ill.—Housewives living in the vicinity of the Hight Elevator Co.'s plant filed their objections to smoke, chaff and dust in a petition to the city council recently. Half the smokestack was blown down in a tornado two years ago and it has never been repaired. The council voted to require that the stack be extended and to ask abatement of the dust and chaff nuisance, tho nothing can be done about the latter as the city nuisance ordinance does not cover dust.

Turpin Station, Ill.—Mrs. Laura Turpin, operator of the Turpin Elevator since the demise of her husband a few years ago, as well as overseer of a 100-acre farm, plans on replacing gasoline power with motors this fall. She has the unique distinction of being perhaps the only woman elevator operator within the confines of the state of Illinois. Due to the great increase in dairy farming in this vicinity in late years the Turpin Elevator has supplied the heavy demand for ground feed.

Leonard (Gilman p. o.), Ill.—H. E. Morgan of Paxton is the new manager of the Farmers Co-operative Grain Co. of Leonard, succeeding H. O. Winters and the latter's temporary successor, Geo. W. Madden. Mr. Morgan has had a number of years' experience, part of them in the plant operated by his father at Paxton. The Leonard company is discontinuing the lumber business and has sold its lumber stock to the Gilman Lumber Co.—"Squire" Cavitt of James E. Bennett & Co.

Kinsman, Ill.—H. J. McManus, grain dealer, was fatally injured near Ransom on Sept. 19 when he drove his car into a hayrack on the highway. Mr. McManus was blinded by the sun. A pole on the hayrack smashed thru the windshield and struck him on the jaw, causing his death 30 minutes later. He was on his way to a hospital at Streator to bring his wife home when the accident occurred.

Goodwine, Ill.—Ed Kambly, mgr. of the Goodwine Co-operative Grain Co., who took this position last February, has put in some of the intervening time in tidying up the place. Among the improvements are electric lights, a transmission line, hopping of the bin bottoms, covering the elevator with galvanized iron, refinishing the drives with cinders and rebuilding the feed warehouse, making it rat-proof. Side lines of fencing, mill feeds and oil have been added and business is picking up.—"Squire" Cavitt, with James E. Bennett & Co.

Teheran, Ill.—We think our fire at this point was caused by defective wiring or a "hot box." It was a wood building and entirely destroyed with around 9,000 bus. wheat, 9,000 bus. oats and 1,000 bus. corn, fully covered by insurance. The concrete tank alongside of the elevator was damaged to the extent of \$500. Contents of the tank, 12,000 bus. of wheat, suffered 30% damage. Insurance covered. Contract for erection of new plant, to be of crib construction and hold 25,000 bus., has been given Geo. Saathoff. Will install Union Iron Works machinery, Kewanee or Winters Truck Lift, Richardson Automatic Scales, and expect to have the new plant ready to operate by Nov. 10.—W. F. Allison, mgr. Farmers Grain & Coal Co.

CHICAGO NOTES.

Emil Newman of E. Newman & Co., a member of the Board of Trade, died Aug. 25.

Herbert Schram has moved his offices to 421 So. Clark St., a few doors distant from the new temporary Chicago Board of Trade building.

John H. Fisher, commander of the Board of Trade Post of the American Legion here, has been elected Illinois delegate to the national convention of the Legion, to be held in San Antonio, Tex., in October.

C. L. ("Cal") Cannon, federal grain supervisor at Toledo, received the promotion to chief of the Federal Grain Supervision in Chicago, and soon takes up his new duties. Mr. Cannon was located at Toledo for eleven years. He succeeds the worthy William H. McDonald, who, after twelve years with the Federal Government in charge of grain supervision offices at Minneapolis, Duluth, Milwaukee, Omaha and Chicago, resigned to accept a position with Rosenbaum Bros. of Chicago, as recently reported.

INDIANA

Pence, Ind.—Fred Crane has left Pence for a short time to look over his farm holdings in Michigan.—S. N. Cavitt.

New Harmony, Ind.—The Fitton & Steelman Grain Co. is installing a new sheller and other equipment in overhauling its plant.

Shirley, Ind.—A feed grinding building is being built and a new hammer mill is being installed by the Gray Grain & Fuel Co.—Chas. I. Gray.

Vincennes, Ind.—Orville T. Stout, pres. of the Baltic Mills Co., well known grain dealer and miller, is the Republican nominee for Congress in the Second Congressional District.

Summitville, Ind.—We recently installed a motor driven McMillin Wagon and Truck Dump. The Hinshaw Grain Co. is the only grain company here and has both elevators.—Hinshaw Grain Co.

Fowler, Ind.—Chas. Storz of W. F. Storz & Co., operating several elevators in this part of Indiana, is away on a trip thru Wisconsin. Paul Graub is acting as manager in his absence.—"Squire" Cavitt.

Brookston, Ind.—A McMillin Combination Wagon and Truck Dump to accommodate sinks from two trap doors and driven with a belt drive has been installed in the local elevator of Wilkinson Grain Co.

Attica, Ind.—Harry Van Deventer of the firm of Nixon & Van Deventer, has left business cares behind and is enjoying a trip through the east for his shattered nerves.—"Squire" Cavitt, James E. Bennett & Co.

Rileysburg, Ind.—The Rileysburg Grain Co., of which Victor Current is the manager, is doing considerable repairing and is installing some new shafts and pulleys.—"Squire" Cavitt, James E. Bennett & Co.

Elwood, Ind.—Lute Cook of this place, for thirteen years manager of the Windfall Grain Co. at Tipton, Ind., is now manager of the grain elevator here. As reported, Arthur Doggett succeeds him at Tipton.

Earl Park, Ind.—The Garrison Grain Co. has made extensive repairs on its elevator and out-buildings during the past few months and now has everything in fine shape. Harry Garrison is the manager.—"Squire" Cavitt.

Princeton, Ind.—Fire slightly damaged the properties of Garrett & Antell here. Repairs were immediately effected. The firm installed a McMillin Wagon and Truck Dump to accommodate sinks from three different dump doors.

Raub, Ind.—The Raub Elevator Co. has built a new 13x16 ft. building to be used as a feed mill and has equipped it with a Miracle Ace Hammer Mill. Earl Powell is the manager. He will carry a full line of mill feeds in conjunction with the mill.—"Squire" Cavitt.

Brownsville, Ind.—Philip J. Wolfram has purchased the two-thirds interest in the Wolfram Grain Co. held by the widow of his late partner, E. W. Moore, for the appraised value, \$14,140.32. He assumes all debts and liabilities of the partnership and is now sole owner of the business.

New Lebanon, Ind.—Work on the construction of a new elevator for Brooks & Son to replace the one that was destroyed by fire some months ago has begun on the site of the old one. The new plant will be a completely modern structure with greater capacity than its predecessor. Included in the equipment is a McMillin Combination Wagon and Truck Dump.

Indianapolis, Ind.—J. L. Davis of the Blish Milling Co. of Seymour, was elected president of the Indiana Millers Ass'n to succeed Frank Hutchinson of Lawrenceburg, Ind. William Sparks of the Sparks Milling Co., Terre Haute, was elected vice-president.

Trafalgar, Ind.—The local elevator, owned by W. W. Suckow of Franklin, has been remodeled and improved to make it much more conveniently operated. The exterior of the plant has been covered with iron. Truck lifts have been installed. A new grinding room and fire-proof engine room have been added on the west side and a new hammer mill installed for local grinding.

Indianapolis, Ind.—The Nashville Warehouse & Elevator Corp. of Nashville, Tenn., which recently incorporated here, has taken over the old Urnston Grain Co. elevator at Sherman Drive and the Big Four R. R. at receiver's sale and will operate it as a public storage elevator under the name of Indianapolis Public Elevator Co. They are making some necessary repairs and will soon open the plant for operation.

IOWA

Atlantic, Ia.—C. F. Dunham is installing a Bender Electric Truck Dump.

Brooklyn, Ia.—A two-story feed mill is now complete and in operation for W. A. Fraser.

Emmetsburg, Ia.—A. K. Emrich has decided to open a grain commission office in this city again.

Logan, Ia.—We hope to install a truck lift some time soon.—F. D. Stearns, Farmers Mercantile Co.

Oakland, Ia.—The properties of the Farmers Elevator Co. here were damaged in a tornado late in August.

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Terrill, Ia.—The elevator of the Spencer Grain Co. here has been sold to the Terrill Farmers Co-operative Co.

Cornell, Ia.—Articles of incorporation have been filed for the Cornell Elevator & Lumber Co., capitalized at \$20,000.

Carroll, Ia.—We are adding about 1,000 bus. to our bulk grain storage.—Lambert Baumhover, Carroll Roller Mills.

Kilduff, Ia.—The Felck Elevator Co. recently installed a Fairbanks 10-ton Truck Scale and a Newell Electric Truck Dump.

Rowan, Ia.—Wm. Johnson of Iowa Falls has purchased the Azeltine & Son elevator here.—Art Torkelson, Lamson Bros. & Co.

Akron, Ia.—The plant of the Akron Flour & Feed Mills has been equipped with a McMillin Combination Wagon & Truck Dump.

Sheldon, Ia.—The local offices of the Updike Grain Co., managed by O. M. Yount, is being moved into more commodious quarters.

Cedar Rapids, Ia.—Quaker Oats Co. has contracted for construction of 36 grain storage tanks as part of a \$5,000,000 building program.

Dow City, Ia.—We are planning installation of a corn sheller and a truck dump in our elevator this fall.—J. A. Dwine, Dwine Elevators.

Norway, Ia.—A new truck dump was just installed by the Farmers Elevator Co., one suitable to handle the heavy trucks now coming in.

Goodell, Ia.—A new Fairbanks Receiving Scale has been installed by the Goodell Co-operative Grain Co. The T. E. Ibberson Co. did the work.

Coulter, Ia.—The Farmers Elevator Co. has built and installed new doors in the elevator driveway. Chris Hansen is the manager.—Art Torkelson.

Vinton, Ia.—A Boss Air Blast Car Loader is being installed in the elevator of the Farmers Elevator Co. by the Newell Constr. & Machinery Co.

Ogden, Ia.—The Farmers Co-operative Elevator Co. has installed a Newell Electric Truck Dump in its east elevator here.—Edith Akers Plath, mgr.

Nashua, Ia.—The Nashua Equity Ass'n is reshingling its office roof and repainting its feed shed a pleasing gray. L. Peterson is manager.—Art Torkelson.

Kingsley, Ia.—T. S. Cathcart Sons are installing a molasses mixer and a batch feed mixer.

Madrid, Ia.—Soderlund Bros. are building an addition to their grinding plant, to serve as a shelter for their customers, while waiting for their feed to be ground.—Art T.

Farragut, Ia.—The properties of the Nebraska-Iowa Grain & Coal Co. have been repainted and put in good repair and are now open for business again. L. E. Swatman is manager.

Sutherland, Ia.—The Farmers Elevator Co. will lease the Moorhead Elevator which has been closed for a number of years, in order to accommodate their patrons with storage room.

Denison, Ia.—The three-story addition to the local mill of the Doud Milling Co., wherein "Fidelity" pancake flour is being made, has been completed.—H. L. Fitch, Doud Milling Co.

Rockwell City, Ia.—The Farmers Grain Exchange has installed a hammer mill in the mill building in the north part of town and is now doing feed grinding. Victor Holmes is the manager.

Sioux City, Ia.—The Terminal Grain Corpn. is adding half a million bushels reinforced concrete storage after plans and specifications by Horner & Wyatt. Jones & Hettlesater Cons. Co. is doing the work.

Fernald, Ia.—Work has been completed on the 25,000-bu. 6-bin. annex built for the North Iowa Grain Co. by the T. E. Ibberson Co. This is an iron-clad structure adjacent to the company's present elevator.

Fairbank, Ia.—A. Bentley and his son, R. S., have bought the old Fairbank Mill and are putting it in shape for grinding. High water washed out the foundation last spring and the plant has been idle since.

Sioux City, Ia.—The C. & N. W. Ry. has purchased the plant of the Akron Milling Co. and is having it overhauled and remodeled by the Jno. S. Metcalf & Co., to facilitate and expedite the transfer of grain.

Slater, Ia.—The B. A. Lockwood elevator here was recently purchased by the Munn Lumber Co. Repairs and changes are being made, the old cribs are being replaced with new ones, and the property is expected to be in operation at an early date.

Blairstown, Ia.—A grist mill, which is expected to be ready for operation by Oct. 1, is being built here by Harry Cunningham. The building will be 18x24 ft. and 16 ft. high, fitted with scales, dump, elevator and 25-h.p. motor. Grinding will be done with the latest type hammer mill.

Devon, Ia.—The Devon Lumber Co., branch of the Midwest Lumber Co., has purchased the Gilchrist Elevator here and now handles grain and a complete line of feedstuffs. The elevator has capacity for 12,000 bus. of grain and is being run in connection with the lumber yard.—Frank Olson, mgr. Devon Lumber Co.

Lewis, Ia.—B. O. Beadle of the Atlantic Mill & Elvtr. Co. has purchased the Lewis elevator on contract from H. A. Dalby of Hopkins, Mo. This property was formerly known as the Farmers Mill & Elevator, operated for a number of years by J. C. Kennedy. Mr. Beadle expects to make a number of changes and improvements before placing it in operation.

Livermore, Ia.—The North Ia. Grain Co. here was host to about fifty customers and friends Tuesday evening at the city hall. C. Christenson, local manager for the company here, opened the meeting. R. W. Hall, manager of the Mason City office, introduced the speaker of the evening, William Shenord, of Mason City, who spoke on the proper care and feeding of live stock and diseases of chickens and pigs.

Grand Junction, Ia.—The reinforced concrete basement and foundation has been set for a new cribbed and iron-clad elevator with capacity for 50,000 bus., being built here by D. Milligan Co. to replace the one that burned last June 9. Construction is expected to be completed before corn starts to move. The new elevator will have 16 bins, two legs and two pits and will be equipped with a Fairbanks Hopper Scale, a 10-ton truck scale, two cleaners, truck lift and all modern machinery, including several anti-friction bearings.—F. D. Milligan.

KANSAS

Hutchinson, Kan.—Work has been started on the new 300,000-bu. elevator of the Grain Belt Elvtr. Co.

West Mineral, Kan.—The local elevator of the Kansas Flour Mills has been reopened.

Greenburg, Kan.—The Robert Bailly Grain Co. has installed an electric traveling truck dump in its plant.

Ash Grove, Kan.—The Farmers Co-operative Elvtr. Co. here has installed an electric traveling truck dump.

Tonganoxie, Kan.—C. E. Miller, recent purchaser of the Tonganoxie Mill & Elvtr. Co., will dismantle the plant.

Gray, Kan.—Ira Swhint, formerly manager of the Whiteside Co-operative Elvtr., has taken over the management of the Farmers Elvtr. here.

West Mineral, Kan.—New machinery for manufacturing poultry feed and doing feed grinding has been installed in the elevator of the Farmers Elvtr. Co.

Hutchinson, Kan.—Ross Chambers is now in charge of the federal grain supervision, succeeding A. V. Jones, who was transferred to the Kansas City office.

Ford, Kan.—R. R. Allensworth has left the Security Elvtr. Co. as manager of the company's local elevator. He is replaced by R. M. Komarks of Great Bend.

Long Island, Kan.—The west elevator here has been leased by J. E. Rogers, formerly of Stratton, Colo. He is operating it as Long Island Grain Co.—C. H. Starr.

Ottawa, Kan.—The Farmers Co-operative Co. has installed a McMillin Combination Wagon and Truck Dump with track extended to accommodate several dump doors.

Altair (Colby p. o.), Kan.—Harold Hills has bought the interest of his former partner, M. W. Bever, in the local elevator and plans to keep a competent grain man in charge the year round.

Sylvia, Kan.—The 35,000-bu. elevator of the old Sylvia Milling Co. was of late purchased by the Consolidated Flour Mills Co. of Wichita, Kan. The milling plant proper was removed some time back.

Arkansas City, Kan.—Fire occurred in the cupola of the elevator of the Arkansas City Farmers Union Co-operative Ass'n the middle of last month. The local fire department saved the plant from total loss.

Atchison, Kan.—Work has started on the new coarse grain mill and large warehouse and storage plant to be erected adjacent to the present mill of the Pillsbury Mills Co., at a cost of between \$75,000 and \$100,000.

Topeka, Kan.—Daniel Crosby, 93, retired miller, died at the home of a nephew here on Sept. 9. He was the founder of the Crosby Roller Mills here and headed this company from 1883 to 1913, when he retired.

Hutchinson, Kan.—Foundation work on the new 300,000-bu. elevator for the Grain Belt Elevator Co. is progressing rapidly under the direction of Chalmers & Borton. Tank storage for 190,000 bus. will be provided in this structure, as well as 110,000 bus. head house capacity.

Wichita, Kan.—The new sound-proof broadcasting booth, used by Miss Frances Bowen, announcer for the Wichita Board of Trade, has received the endorsement of all country elevator operators listening in on quotation service. Heretofore much other noise was heard which interfered with clear reception.

Salina, Kan.—Grain and flour shippers of Salina will be entertained at a dinner tendered them by railroad traffic solicitors at the Salina Country Club on Oct. 4. Ed Maschal, traffic manager of the Shellabarger Mill & Elvtr. Co., has charge of the event this year. Last year some 225 attended, and an increase is expected this year.

Clyde, Kan.—The two local elevators of C. A. Kalbfleisch have been sold to D. L. Anderson of Vermillion, who took charge the 4th of this month. The grain and coal business was included in the sale. Mr. Kalbfleisch has seven other elevators. The local business was in charge of his son, Hal, who will take charge of one of the other plants.

Topeka, Kan.—Work has been completed on the 10-tank concrete elevator of the Inter-Ocean Mills and the property is already nearly filled with storage grain. The addition gives this plant room for 600,000 bus., the largest of any mill in the city. Construction is such that other tanks can be built on as desired. E. B. Sewell is local manager of the properties, which are a branch of the Wichita Flour Mills Co.

Salina, Kan.—The new 1,100,000-bu. concrete elevator under construction for the Shellabarger Terminal Elevator Co. will be completed by the last part of October, according to an announcement by Jesse Smith, manager. The MacDonald Engineering Co. holds the contract for the house portion of this terminal. Chalmers & Borton erected the tanks. Some time ago it was announced that the project would be entirely completed and machinery installed and ready for operation by Nov. 15. The balance of the 2,500,000-bu. storage will be added at a later date.

Hutchinson, Kan.—Contract for 300,000 bus. additional tank storage was let by the Western Terminal Elvtr. Co. to the Jones-Hettelsater Construction Co. almost before the first unit of its new elevator here was completed. The addition will consist of ten 90x19 ft. tanks with interstice bins. This runs the capacity up to 550,000 bus. Grain has already moved thru the new house, in fact the first unit is reported filled with wheat. The headhouse was built to accommodate another half million bushel unit. Bruce F. Young and Hal Davis formed the Western Terminal Co. about a half year back.

Larned, Kan.—The report of the auditors in the check-up on the condition of the Pawnee County Co-operative Ass'n showed a loss of some \$8,000 had been sustained thru cash wheat transactions and \$5,600 thru payment of margins on futures taken for the company by the manager, Robin Brown. Other items brought the net operating loss from Jan. 1 to Aug. 15 up to \$20,744. No evidence was found of misappropriation of company funds, and losses were sustained entirely in the operation of the business. Directors have secured the assistance of Roy Cunningham of Hutchinson, formerly manager of the company here, to help out temporarily, and are now busy working out plans for financing the business. It will be necessary for stockholders to advance some \$15,000 to \$20,000 cash together with collection of about \$17,000 in book accounts for side line purchases, to put the company back on its feet, it is reported.

KENTUCKY

Winchester, Ky.—W. H. Brock & Co. has been succeeded by Garrard-Richards Coal & Supply Co., which partnership is composed of E. G. Garrard and G. M. Richards, Jr. The latter is the active head of the firm.—Garrick-Richards Coal & Supply Co.

Shelbyville, Ky.—Fire caused by a short circuit in electrical wiring in the plant of the Climax Roller Mills Co. did slight damage to some sacks and a part of the mill wall. Short circuit was apparently caused by a severe electrical storm shortly preceding discovery of the fire.

LOUISVILLE LETTER

W. L. Lyons & Co., grain futures and securities dealers, will open a branch near the Pen-dennis Club at Third and Walnut streets, where a number of larger traders will be commodiously served.

The affairs of Alfred Brandeis & Son are being wound up, as the business will be discontinued since the demise of Alfred Brandeis. He had a number of daughters but no son to continue in his footsteps.

The Louisville Board of Trade will move into new quarters in the Louisville National Bank & Trust Co.'s building at Fifth and Market streets. The Board still retains ownership of the building formerly occupied at Third and Main streets.

The warehouse of the Louisville Hay, Grain & Coal Co., which was struck by lightning in July, causing a \$15,000 loss, has been rebuilt. Insurance was held covering the damage. The many modern building improvements which the firm had under way all summer are all completed and in active use.

MARYLAND

Baltimore, Md.—A fund equivalent to that of last year was appropriated at the Sept. 10 meeting of the Board of Directors of the Baltimore Chamber of Commerce toward the fund being raised by the Grain Exchange General Legislative Com'tee.

Baltimore, Md.—Jacob H. Forney, former grain, feed and flour merchant and at one time a member of the Baltimore Chamber of Commerce, drove 100 miles alone from his home in Clear Spring, Md., to Baltimore to celebrate his ninetieth birthday.

MICHIGAN

Saginaw, Mich.—A Sidney Ball Bearing Man-lift is being installed by Hart Bros.

Vernon, Mich.—Chatterton & Son are installing a Sidney Ball Bearing Manlift in their elevator here.

Albion, Mich.—The Farmers Elvtr. Co. suffered slight damage to its elevator by fire recently when a motor overheated.

Mason, Mich.—Winn & Bartlett is the new name of the firm of King & Bartlett, flour millers, Walter A. Winn of Delhi, Mich., purchasing the interest of Earl King.

Lansing, Mich.—B. A. Stickle, vice-president of Chatterton & Son, recently underwent an operation for appendicitis. He is reported to have convalesced rapidly and satisfactorily.

Casnovia, Mich.—The J. L. Norris & Son elevator here, recently purchased by the St. Louis Roller Mills and now operated as the "O'Melia Mills, Casnovia Division," is the only elevator at Casnovia, and will continue carlot grain and bean shipping.—Francis L. O'Melia, gen. mgr.

Detroit, Mich.—The Michigan Bean Jobbers Ass'n held its annual convention at the Hotel Statler here on Sept. 19 and 20. One of the features at the convention was a visit to the Ford airport. Bean jobbers got together to compare notes and it is reported several deals were put thru.

Bessemer, Mich.—Stockholders attending the annual meeting of the Farmers Milling & Elvtr. Co. unanimously voted to change the company from a co-operative institution into a Michigan corporation. Jacob Mannie was elected pres.; Charles Swanson, vice-pres., and R. L. Bergerson, sec'y-treas.

Flint, Mich.—Clifford Frazee, 30, was sentenced from 3 to 15 years in the Michigan State Prison following his plea of guilty to grand larceny and robbery of the Swartz Creek Elevator. Frazee was arrested here while officers were investigating the theft of beans from the Linden Elevator.

MINNESOTA

Stanton, Minn.—A feed mill was of late installed by Henry Miller.

Hawley, Minn.—O. J. Brown is now manager of the Hawley Farmers Elvtr. Co.

Lake City, Minn.—E. J. Wilson has purchased the elevator of the Hunting Elvtr. Co. and will use it for manufacturing stock feed.

Westport, Minn.—E. H. Pfeninger, formerly manager of the Farmers Elvtr. Co. at Sedan, has purchased the Westport Elvtr. from J. Borgerding & Co.

Hazel Run, Minn.—I am now manager for the Hazel Run Produce Co. Formerly I was connected with the Great Western Grain Co. at Boyd.—C. W. Krogstad.

Duluth, Minn.—The membership of S. A. Sorenson in the Duluth Board of Trade has been transferred to T. S. Williams, and that of E. A. Lenhart to W. E. Fremont.

Hutchinson, Minn.—The Miller Elvtr. Co. has erected a new feed and flour house. It is a 16x24 ft. structure, iron-clad and roofed with patent fireproof shingles.—F. A. Kreitlow, mgr.

Grove City, Minn.—We installed a new Fairbanks 10-ton Truck Scale and a Strong-Scott Truck Lift just before harvest. The T. E. Ibberson Co. did the work.—H. W. Knutson, agt. Powers Elvtr. Co.

Bronson, Minn.—The recently opened Northland Elvtr., in charge of W. E. Johnson, as lately reported, will handle a long list of side lines this year, including feed, coal, flour, etc., in addition to the purchasing of grain.

Battle Lake, Minn.—Fire damaged the properties of the Battle Lake Flour Mills on Sept. 11. It originated in an idle elevator leg. C. W. McGaffey, the proprietor, expects to have the mills running again within 60 days.

East Grand Forks, Minn.—Fire damaged the elevator of the Farmers Co-operative Marketing Ass'n on Sept. 10. Cause was a motor burn-out.

Ellsworth, Minn.—James H. McRobert, 70, owner of the McRobert Elevator, died at his home in Luverne recently. Pneumonia was the cause. He is survived by his widow and one son. Many friends sympathize with the bereaved.

Evansville, Minn.—F. A. Borchardt has purchased a building in which he expects to in-

stall a feed mill at an early date. He will pay particular attention to grinding feed for farmers and preparing rations according to their orders.

Alexandria, Minn.—The business and properties of the Alexandria Farmers Elvtr. Co. have been taken over by P. N. Johnson who will continue operation under the name of Johnson Grain & Elvtr. Co. Mr. Johnson is adding coal as a side line.

Murdock, Minn.—Following popular demand the Murdock Farmers Elvtr. Co. has constructed a concrete and cement block building and has installed in it size 24 Diamond Huller Attrition Mill for grinding feed. Oscar Benson is the manager.

Montevideo, Minn.—General repairs and improvements have been made in our elevator here by the T. E. Ibberson Co. Among them was the installation of roller bearing equipment and a 5-h.p. Fairbanks-Morse Motor.—J. H. Lee.

Mankato, Minn.—The Equity Warehouse Co. is installing a new 32-in. attrition mill which will double the company's feed grinding capacity. The present building is being remodeled and a basement is being dug to accommodate the new corn crusher which will be installed.

Warren, Minn.—Gust Lindstrand, 64, who managed the local elevator of the Spaulding Elvtr. Co. for 30 years preceding its changing hands, and was with the same firm for 10 years previous, passed away recently. He is survived by his wife, three daughters and two sons.

Rush City, Minn.—The Amber Milling Co. was recently organized here with capitalization of \$136,000, to manufacture semolina and flour for macaroni plants. John F. Diefenbach is pres. and Ray E. Cummins, sec'y-treas. Negotiations have been entered to purchase the local properties of the Durham Milling Co.

Russell, Minn.—A feed mill will be installed by the new owners, Oscar Heiser & Son of Tracy, Minn., of the New London Milling Co.'s elevator. As reported, P. G. Melby succeeds Mr. Orlebeke as manager. Mr. Melby left this position some five years ago to become assistant over at the Farmers Independent Elvtr. here in Russell.

Warren, Minn.—The Van Dusen Harrington Co., of Minneapolis, has purchased our entire line. We understand it is operated by the National Elvtr. Co., Minneapolis, with stations at the following points: Viking, Warren, March, Alvarado, in Minnesota; Poland, Ops, Fordville, Lankin, Fairdale, Loma, Whitman, Baker and Silva, N. D. The Warren terminal was not included in the deal, and we are not operating it at this time.—Spaulding Elvtr. Co., C. L. Spaulding, Pres.

MINNEAPOLIS LETTER.

John Melady of New York, N. Y., has applied for membership in the Minneapolis Chamber of Commerce.

Rapid progress is being made on the 500,000-bu. concrete storage elevator being built for the Andrews Grain Co. by James H. Brown Co. This is an addition to the present 600,000-bu. plant. Eight tanks with interspace bins are being erected.

Washburn-Crosby Mill "A" was destroyed by fire on Sept. 16 with estimated loss of \$500,000. Spontaneous combustion is believed to be the cause. The building was nearly empty of stocks and was being fumigated with hydrocyanic acid gas at the time, which prevented efficient efforts by firemen. Officials announce the mill will be rebuilt.

The Minneapolis Chamber of Commerce, in accordance with provisions authorized by the Board of Directors at a recent meeting, retired six memberships at \$4,500 each. Those purchased formerly belonged to Phil S. Duff, W. W. Luness, W. H. McWilliams, P. E. Stroud, R. E. Tearse and Walter R. Vye. Messrs. Duff, Stroud and Tearse hold other memberships.

Upon leaving the Minneapolis Chamber of Commerce, Walter Vye, who, as reported, is retiring from the grain business on account of his health, was given a royal farewell party by his many friends. Mr. Vye was of late with W. P. Devereaux & Co. though at one time he headed an organization which bore his own name. He intends to engage in the retail shoe business, probably in San Diego.

The new plant being built for the Archer Daniels-Midland Co. here by James H. Brown Co. will have 16 tanks, 20 ft. internal diameter, and 15 interstice bins, making a total of 31 bins with a total capacity for 602,000 bus. of wheat.

This plant is being built as an annex to the Midland Concrete Elevator and will be used principally to store flax. The foundations are all in. Work on pouring the walls began on Sept. 17 and the plant is expected to be ready for operation by Oct. 17.

The state of Minnesota will go out of the flour milling business if the next legislature heeds the recommendation of Governor Theo. Christianson. Believing the experimental flour mill at Minneapolis no longer serves a useful purpose to the state, and that it is costing taxpayers \$17,000 a year besides interest, the governor said he will recommend that the mill be sold. The plant is a small one, built by the state in 1921 at a cost of \$110,000 for land and buildings, and originally was intended to aid wheat growers in getting full value for their high protein wheat so they would not be selling it merely on state grades.

MISSOURI

St. Louis, Mo.—Julius Mayer is applicant for membership in the St. Louis Merchants Exchange on transfer from Jack Haussmann.

Madison, Mo.—A final cleanup of the balance of the assets of the Madison Co-operative Elevator & Exchange Co. was of late consummated.

Holden, Mo.—Half interest in the Holden Milling & Elvtr. Co. was lately acquired by E. W. Kidder of the Morrow-Kidder Milling Co., which recently lost its plant at Carthage, Mo., by fire. Mr. Kidder will assume the management of the Holden properties, while Homer Bluhm, also half owner, will supervise production. The Holden properties include 70,000 bus. grain storage, a mixed feed department, a 150-bbl. corn meal mill and a 300-bbl. flour mill.

St. Louis, Mo.—The Bert Rogers 500,000-bu. iron-clad elevator was destroyed by fire recently at an insured loss of \$50,000. The house was damaged in the tornado last fall, as was the loading pier at the river front for barge line service, and because of its damaged condition had been idle ever since. Flames were discovered after reaching the roof. The 1896 elevator was a portion of the Rogers estate, represented by A. J. Rogers, general manager of the St. Louis office of James E. Bennett & Co. of Chicago, and was under lease to Langenberg Bros. Grain Co. It is understood that the elevator will not be rebuilt.

KANSAS CITY LETTER.

Ben C. Moore, who has been ill for some time, is preparing to go abroad early in October. He is president of Moore-Seaver Grain Co.

Application for membership in the Kansas City Board of Trade has been filed by John Vesecky on transfer from W. W. Young. Curry S. Hopper was recently elected to membership at the last meeting of directors.

Suit against the internal revenue department to recover \$3,054 alleged to have been illegally collected as capital stock tax between 1921 and 1926, was filed in federal court by the Kansas City Board of Trade. Attorneys for the Board contend them exempt from capital stock taxation.

The R. J. Thresher Grain Co. of Kansas City was of late merged with the Vanderslice-Lynds Co. R. J. Thresher, a member of the Kansas City Board of Trade for the past thirty-three years, will hold an executive position with the Vanderslice-Lynds Co. and be actively engaged in the grain merchandising division of the company's affairs.

MONTANA

Manhattan, Mont.—Sawyer's Stores, Inc., will build a 250,000-bu. elevator here to furnish storage for the 100 barrel a day mill now in operation here.

Scobey, Mont.—Four additional storage bins have been built on the elevator of the Farmers Elvtr. Co. here by the T. E. Ibberson Co. P. T. Karlsrud is manager.

Gettysburg (Lambert p. o.), Mont.—F. Anez has been employed by the Occident Elvtr. Co. to run its local properties, taking the place of A. F. Scott, who was transferred to Sidney as reported in the last number of the Journal.

Havre, Mont.—A wheat protein testing laboratory will soon be established here. William T. Giese, chief of the grain division of the state department of agriculture, also contemplates establishing similar service at Great Falls and Conrad.

Boyd, Mont.—F. C. Davis is now agent of the Occident Elvtr. Co.

Conrad, Mont.—E. O. Berkland, for many years local manager for the Greeley Elvtr. Co., has purchased a half interest in the plant and is now operating as Berkland Elvtr. Co. Several improvements were made preparatory to the rush of fall business.

Whitewater, Mont.—The recently organized Farmers Elvtr. Co. here has let a contract to the Hickok Construction Co. to build a 30,000-bu. up-to-date elevator at a cost of approximately \$13,000. Grain buying will begin as soon as the facilities can be completed.

Sacco, Mont.—Extensive improvements have been made to the local elevator of the Big Flat Grain Co. by the T. E. Ibberson Co. The old gas engine has been removed. New Fairbanks-Morse Inclosed Motors and Hinckley Head-Drives are included in the new equipment installed.

Richland, Mont.—A 25,000-bu. elevator has been completed here for the Big Flat Grain Co. by the T. E. Ibberson Co. The structure has 18 hopper-bottomed bins, one leg, a 15-h.p. Fairbanks-Morse Engine, a 10-ton Fairbanks Truck Scale and 100-bu. Hopper Scale. A Strong-Scott Air Dump and Manlift are included in the equipment.

Brockton, Mont.—A 30,000-bu. elevator has been built here for the Treasure State Grain Co. by the T. E. Ibberson Co. This elevator has two legs, operated by motor power transmitted thru Hinkley Head-Drives. A double distributor, a 10-ton Fairbanks Truck Scale and a Strong-Scott Air Lift and Manlift are used. Herman Ditman is the local manager.

Loring, Mont.—Contracts have been let to the T. E. Ibberson Co. for the erection of a 35,000-bu. elevator here for the Occident Elevator Co., and a 20,000 bu. elevator for the St. Anthony & Dakota Elevator Co. The former will include a new flour warehouse, coal shed and dwelling house and materials have been ordered preparatory to immediate work.

Ledger, Mont.—A 20,000-bu. elevator has been built here for Patton & Kiose Co. by the T. E. Ibberson Co. The office and engine room is attached to the driveway. One leg elevates to 12 bins. Equipment includes a 15-h.p. Fairbanks-Morse Engine, a 100-bu. Fairbanks Shipping Scale, a 10-ton Fairbanks Dump Scale. A Strong-Scott Pneumatic Truck Dump is used.

Lambert, Mont.—A 25,000-bu. 14-bin elevator has been built here for the Treasure State Grain Co. by the T. E. Ibberson Co. One leg serves the bins. Foundation is of slab and the structure is iron clad. Power is supplied by a 15-h.p. Fairbanks-Morse Gasoline Engine. Fairbanks 100-bu. Hopper Scales and 10-ton Truck Scales are used, and a Strong-Scott Pneumatic Truck Dump aids in rapid handling of receipts.

Power, Mont.—Construction has just been completed on the 35,000-bu. 16-bin modern elevator built for the Farmers Elvtr. Co. by the T. E. Ibberson Co. The elevator has 2 legs, double distributors, Richardson Automatic Scales, Strong-Scott Pneumatic Truck Dump and Manlift, Fairbanks-Morse 20-h.p. Gasoline Engine, Fairbanks 10-ton Dump Scale and other equipment. Operation of the property has begun.

Brockway, Mont.—The elevator recently built here by Hickok Construction Co. for the Eastern Montana Elvtr. Co. was sold to the International Elvtr. Co., for whom I am agent. The elevator was completed in August. An elevator has just been completed here for the Andrews Grain Co. Hickok Construction Co. had the contract. The same company built the new elevator of the Occident Elvtr. Co. which was completed about a week after ours.—G. A. Lund, agt. International Elvtr. Co.

Circle, Mont.—Construction has been completed on the 25,000-bu. iron clad elevator built for the Treasure State Grain Co. by the T. E. Ibberson Co. The structure has 12 bins, all hopper bottomed, served by one leg. A large combination office and engine room is used. Power is supplied by a 15-h.p. Fairbanks-Morse Engine. A Fairbanks 100-bu. Hopper Scale and 10-ton Truck Scale are weighing equipment. Grain is dumped with a Strong-Scott Air Lift. This town is on the new N. P. extension out of Glendive.

NEBRASKA

Anselmo, Neb.—Crittenden Grain Co. is installing a Bender Electric Truck Dump in its local elevator.

Lynch, Neb.—A Winter Universal Head Drive was installed in the elevator of the Farmers Union Co-operative Ass'n.

DeWitt, Neb.—A Bender Electric Truck Dump is being installed by the Black Bros. Flour Mills in their elevator here.

Minatare, Neb.—L. H. Luper had a winter Type W Truck Dump installed in his elevator by the W. H. Cramer Construction Co.

Randolph, Neb.—C. J. Ronan, recent purchaser of the J. J. Mullaney grain elevator and coal sheds here, will install a new 10-ton truck scale and dump.

Omaha, Neb.—The new 250,000-bu. concrete storage addition to the grain elevator of the Nebraska Consolidated Milling Co. was recently completed and is now in use.

Turlington (Dunbar p. o.), Neb.—Wm. Auer has bought the Turlington elevator of the Dunbar Grain Co. This elevator used to be part of the old Duff Grain Co. line.—Henry Misch.

Stratton, Neb.—The new 25,000-bu. fireproof elevator erected in record time for the Farmers Co-operative Elvtr. Co., is now in operation. The plant has a handling capacity of 2,500 bus. hourly.

Columbus, Neb.—Installation of new machinery in the plant of the Columbus Milling Co. is just about completed. The improvements have involved an expenditure of approximately \$12,000.

Dunbar, Neb.—The local elevator properties of the defunct Dunbar Grain Co., sold to Geo. M. Anderson last July, are now operated under the name of Delaware Grain Co.—J. W. Van Dusen.

Lynch, Neb.—We have installed a Clow-Winter Head Drive and an American 5-h.p. Motor, which sure is a great improvement.—Jos. Micanek, mgr. Farmers Union Co-operative Ass'n.

Chadron, Neb.—J. G. C. Akers, formerly of Wallace, Neb., is the present successor to Jack Guihen as assistant to us here. We are installing a new Jay Bee Hammer Mill.—Chadron Flour Mills.

Madison, Neb.—One of the T. B. Hord elevators here was recently disposed of to a local farmer for the value of the lumber. The plant was abandoned when that of the Madison Elvtr. Co. was purchased.

Omaha, Neb.—D. O. Aller is now associated with the Butler-Welsh Grain Co. Mr. Aller was formerly with the Black Bros. Flour Mills at Beatrice, Neb. He will specialize in the selection of milling wheat.

Maskell, Neb.—I have recently installed a Fairbanks 10-ton Truck Scale, repaired the pits and leg of my elevator and put in an overhead hoist of my own design. I hope to install electric power soon.—A. R. Olson.

Utica, Neb.—Seward City Mills leased the 50-bbl. mill and 15,000-bu. elevator of the Utica Mills a couple of months ago and now operate them as the Utica Milling & Grain Co. John F. Abrahams is the local manager.

Kimball, Neb.—Herbert M. Welsh Grain Co. has succeeded the Western Wheat Co. and now operates the local elevator of the latter for its own account. Mr. Welsh was formerly sec'y-treas. of the Western Wheat Co.

Omaha, Neb.—Jack W. Peregoy, the Trans-Mississippi Grain Co. and the Saunders System Co. are named defendants in a suit brought by John Green, Council Bluffs city street department employe. Damages totaling \$2,500 are asked.

Ashland, Neb.—Both the Farmers Co-operative Ass'n and the Kuhl Grain, Flour & Feed Co. properties were entered by thieves recently. Entrance was managed by breaking the glass in the doors with rocks. About 24 pennies were taken from the former and nothing was gained in the latter.

Dakota City, Neb.—Raymond Ream, manager of the Farmers Grain & Supply Co., was injured in the tornado that swept this region on the afternoon of Sept. 13. He was in the North Western railroad station with the station agent when the storm struck. The station was blown down, injuring both him and the station agent.

NEW ENGLAND

Boston, Mass.—Generous subscriptions were made by the generous members of the Boston Grain & Flour Exchange to the entertainment fund for the convention of the Grain Dealers National Ass'n.

Boston, Mass.—George A. Morse, Jr., has applied for active membership in the Boston Grain & Flour Exchange.

Boston, Mass.—The Factory Hollow Mills, Inc., has been incorporated with capital of 1,000 shares of no-par stock, to deal in grain, etc., by L. N. Wheelock, pres.-treas.; J. C. Bogue, vice-pres., and J. W. Robbins.

NEW MEXICO

Capulin, N. Mex.—We have not operated the elevator here for over a year, as there has been no crop. We are operating it now, but it will only be for a few months, as the crop is light again this year.—J. H. Hillyer, Maxwell-Hillyer Grain Co.

NEW YORK

Buffalo, N. Y.—The capacity of the International Milling Co.'s plant was recently increased to 3,000 bbls. daily.

Buffalo, N. Y.—A 6-story addition is being erected to the plant of the Hecker H. O. Co. It will be used principally for storage.

Buffalo, N. Y.—Arthur W. Harold, a prominent grain dealer of this city and a member of the Corn Exchange, passed away at his home here Sept. 16.

Victor, N. Y.—The plant of the Victor Flour Mills was badly damaged by a fire Sept. 7 starting from sparks in an oil burning engine which spread to the roof. Heavy water damage particularly resulted. A smaller grass blaze had threatened the properties earlier in the day but the employees extinguished same.

Weehawken, N. Y.—In order to meet the ever increasing demand for speed in making deliveries from our elevators to ships, we are installing two new main conveyors with supplementary spouting in our Weehawken elevator. One of these is to be erected on the track floor and the other on the spouting floor. Both are 42-inch conveyors. They will expedite grain handling and increase our working capacity 50%. M. A. Long Co. has this contract. A new grain drier is being hooked up to the same elevator. This is a No. 7 Hess Pneumatic Drier and Cooler with 4 units capable of handling a total of 30,000 bus. in 10 hours. Construction of the drier building and installation of the plant is being done by R. H. Folwell Engineering Co. Recently we installed two wheat washing machines with capacity for 400 bus. per hour each. These are No. 400 Wolf-Dawson Single Cylinder Wheat Washers and were installed by the M. A. Long Co. Our present grain cleaning machinery is being replaced with the latest apparatus of this kind and a disc separator.—F. N. Melius, gen. supt. and marine manager, New York Central R. R.

NEW YORK CITY LETTER

R. R. McRoberts is no longer associated with the grain commission firm of L. W. Leisner & Co., Inc.

The fall tournament for Produce Exchange members was held Sept. 20 at the Wheatley Hills Golf Club.

Walter M. Lambert was lately admitted to partnership in the grain export and commission firm of Muir & Co.

Robert F. Straub has affiliated himself with the Bunge North American Grain Corporation. This does not affect his affiliation with Montgomery, Straub & Co.

New members lately elected to membership on the New York Produce Exchange include: F. Walter, E. Martin, Andres S. Dillon, Ludwig E. Goetz, Louis Worth, James L. Hudson, J. P. Grant, Lester L. Smith, Walter B. Terhune and Henry C. Zwing.

Alterations are in progress on the spacious floor of the New York Produce Exchange preparatory to trading in over-the-counter-securities, which is scheduled to start about Oct. 1. The com'ite and officials in charge of the inauguration of this new field of endeavor are pushing the alteration program, the extensiveness of which may be realized when it is stated that some 60 securities will be traded in around some six posts. A recent membership went at \$16,500.

NORTH DAKOTA

Knox, N. D.—The Knox Elvtr. Co. has installed a new automatic dump in its plant.

Leeds, N. D.—The elevator here will be operated as Cullen Grain Co.—M. J. Cullen.

Alamo, N. D.—The Farmers Elevator Co. has installed Winter's Universal Elevator Drives.

Knox, N. D.—The Co-operative Elevator Co. here has a new loading spout with increased loading facilities.

Surrey, N. D.—The Farmers Co-operative Elevator, which was remodeled recently, is again open for business.

Hebron, N. D.—The Gold Mill & Elevator Co. has resumed operations after being closed for a number of years.

Parshall, N. D.—The Robideaux Grain Co. sustained considerable loss, when its elevator was destroyed by fire.

Gardner, N. D.—The Gardner Grain Co. has built a new feed warehouse, which has increased its storage capacity.

Horace, N. D.—Am now operating the Horace Grain & Fuel Co. and have just installed a disc separator.—Joseph O'Shea.

Fessenden, N. D.—On Aug. 15, we sold our line of elevators to the Riebe Grain Co. of Minneapolis.—Regan-Lyness Elevator Co.

Burnstad, N. D.—The Independent Elevator Co., incorporated by H. F. and E. Peters and J. Flechtner, has bot Wishek Elevator Co.

Bisbee, N. D.—We have installed full electric equipment in our plant and the results are highly satisfactory.—Farmers Elevator Co.

Inkster, N. D.—H. A. Imer, of Calvin, N. D., is now in charge of the Equity Elevator, which has been opened for the coming season.

Pickardville, N. D.—T. C. Touley, M. J. Cullen, and Paul Rougrust have incorporated under the name of the Pickardville Grain Co., Inc.

Raleigh, N. D.—P. F. Rausch & Co. are now incorporated with a capital of \$25,000. P. F. Rausch, Anna J. Rausch, E. J. Roche, incorporated.

Hebron, N. D.—The Farmers Elevator Co. has installed a new Disc Grain Cleaner, with a capacity to take care of several hundred bushels an hour.

Fleece (Bowesmont p. o.), N. D.—Have not taken over the elevator here, but am agent for the Monarch Elevator Co. at Fleece.—H. E. McConnell.

Dunn Center, N. D.—The Davidson Grain Elevator, operated for a number of years by Carol O. Larson, is now the property of E. J. Hoel and John Tompt.

Berwick, N. D.—Farmers' Elevator Co.'s and the Acme Grain Co.'s elevators were burned Sept. 8, origin supposed due to exhaust of a gasoline engine in the former.

Devils Lake, N. D.—Milton Kelly is the new general manager of the Farmers Mill & Elevator Ass'n. Frank Breaky will have charge of the wholesale and milling operations.

Arvilla, N. D.—The Arvilla Supply Co. has installed a new Fairbanks Morse 10-ton scale and a Strong-Scott Dump in its elevator. The T. E. Ibberson Co. had the contract.

Pleasant Lake, N. D.—A Fairbanks Morse Scale and a Strong-Scott Air Dump and other repairs on the Crookston Milling Elevator Co. have been made by T. E. Ibberson Co.

Berwick, N. D.—Two elevators, one of them belonging to the N. D. Wheat Growers' Assn., and the other to the Victoria Elevator Co., were destroyed by fire recently with a heavy loss.

Rolla, N. D.—Thomas Conlin is now manager of the St. Anthony & Dakota Elevator Co., in Bottineau, taking the place of W. G. Dargan, who resigned after thirty-five years of service.

Grafton, N. D.—We have installed two Winter Drives, two 7½-h.p. motors, also double distributors and steel spouting to all bins.—Farmers Co-op. Grain Co., Paul Anderson, mgr.

Medina, N. D.—We have installed two Winter Universal Head Drives with 5-h.p. G. E. motors, which makes our entire plant electrically equipped.—Medina Farmers Co-operative Elevator Co.

Fargo, N. D.—A branch office has been opened here by the Nelson Grain Co. of Sioux City, Ia. L. J. Nelson is in charge with B. P. Powell as wire operator.—Elmer M. Holmes, Nelson Grain Co.

Galesburg, N. D.—J. M. Jensen is manager of the recently reported completed 60,000-bu. elevator built by the T. E. Ibberson Co. for the Galesburg Co-operative Elevator Co., to replace the old structure.

Reynolds, N. D.—W. S. Benson is now manager of the elevator owned and operated by D. J. Hennessy.

Sanish, N. D.—The Farmers Union Co-operative Elevator Co. has decided not to erect an elevator this fall. Arrangements have been made with the Minnesota Elevator Co. to handle the grain for union members.

Finley, N. D.—The old Northwestern Elevator has been sold to the Cargill Elevator Co., who will run it in connection with its other plant here. R. W. Long, local manager for Cargill, will have charge of both elevators.

Stanley, N. D.—It is Leo Brady rather than Geo. Brady who is now the manager of the Farmers Co-op. Elevator Co. as recently reported. The 40,000-bu. plant of the Nelson Elevator Co., which is modernly equipped thruout was acquired, as correctly reported.

Devil's Lake, N. D.—The Webster Farmers, the Garske Farmers, the Cray Farmers, the Church's Ferry Farmers, and the Maza Farmers' Co-op. Elevators will store their grain and sell thru the state pool this year. They are now preparing their bins for the 1928 crop.

Erinsmade, N. D.—Am planning to install a cleaner, a 10-ton scale, ten bu. automatic Richardson Scale and four motors, one a 7½ h.p. for leg, a 5 h.p. for cleaner and a 2 h.p. for compression, one for testing machine, also a manlift, in my new elevator.—Ira Bingaman.

Starkweather, N. D.—Frederick Magnus, 56, committed suicide here recently. He was a member of the firm of Magnus & Noyes Elevator Co. and no reason for his act is known. Previously to his connection with the present firm, he was grain buyer for the Minnesota & Northern Grain Co.

Tunbridge, N. D.—The Hogenson Construction Co. has completed rebuilding the elevator of the Tunbridge Co-operative Elevator Co., after wrecking same to make it modern in every detail. Up-to-date equipment was installed thruout. George Hendrickson still remains as manager.

Langdon, N. D.—Reconstruction work has been started on the mill owned by Arthur Sparling, into a modern storage and loading elevator. The scales are being repaired and a truck loading dump will be installed. It is planned to enlarge the capacity to 25,000 bus. Modern grain cleaning devices will also be installed.

Sanborn, N. D.—The Andrews Grain Co. is now in its new elevator, built by the T. E. Ibberson Co. It contains fifteen bins, has two legs, a disc cleaner, ten-ton Fairbanks Scale, a Strong-Scott Dump and Manlift. Fairbanks-Morse enclosed type motors, Richardson Automatic Scale and Winter Head Drives are other equipment.

The eighteenth annual convention of the North Dakota Farmers Grain Dealers Ass'n will be held at Fargo, on Feb. 5, 6 and 7, according to an announcement made by Pete Lee, sec'y. A com'te of Fargo grain men and supply company representatives have been named on the com'te making all arrangements. The com'te consists of R. F. Gunkelman, Oscar Kjolrie, Emil Frederickson, A. A. Lee, Max Goldberg and Lee Pemble.—P. J. P.

OHIO

Leesburg, O.—Dewey Bros., are installing a cold molasses mixer.

Vermillion, O.—Maurer & Brewer have purchased the Vermillion Mills from A. W. Berk.

Dayton, O.—The Dayton Grain & Feed Co. is planning an addition to its warehouse facilities.

Mechanicsburg, O.—The Ohio Grain Co. is installing a Sidney Power Feeder and other equipment.

Monnette, O.—The Monnette Elevator Co. is installing a belt driven McMillin Wagon and Truck Dump in its plant.

Berkey, O.—We have installed two new distributor heads, supplied by the Sydney Grain Mach. Co.—Berkey Lumber & Grain Co.

Belle Center, O.—The Belle Center Hay & Grain Co. is equipping its plant with a McMillin Combination Wagon and Truck Dump.

Jefferson, O.—A new 40x60 ft. building is under construction for the L. C. Douglass Co., to enable it to expand its activities to include the handling of grain and feed. Equipment will be installed to permit the mixing of dairy rations.

Sabina, O.—W. A. Linkhart's elevator burned at midnight Sept. 11. Loss on building \$10,000; insurance, \$7,500. Insurance on grain, \$2,500.

Arcadia, O.—L. R. Good & Son are installing Sidney Power Feeder, hammer mill and other equipment. Sidney Grain Machinery Co. is doing the work.

Jewell, O.—The regular monthly meeting of the Northwest Ohio Farmers Grain Dealers Ass'n was held here Sept. 10. Andy Hornung of New Bavaria presided.

Lewisburg, O.—Slight damage was done in the engine room of the C. W. Pontius property here late last month, apparently caused by starting torch of oil engine.

Rudolph, O.—A \$20,000 addition is now completed for the Liberty Grain Co. Modern electric equipment is installed thruout, and the machinery is designed to handle all grains.

Cincinnati, O.—William P. O'Shaughnessy has been elected to "active" membership in the Cincinnati Board of Trade, representing The Rossville Co., feed dealers of Lawrenceburg, Ind. Seifried Wenz has been elected to "associate" membership.—D. J. Schuh, executive sec'y, Cincinnati Board of Trade.

Ney, O.—Fire damaged the properties of the Ney Co-operative Grain Ass'n on Aug. 16. A volunteer fire department brought it under control and saved the plant from destruction. Quick efforts of the manager and his assistant held the fire in check until arrival of the village chemical truck. Loss covered by insurance.

Cincinnati, O.—Effective Oct. 1, and until the Chicago Board of Trade again observes Eastern Standard Time, the daily sessions of the Cincinnati Board of Trade will be held as follows: Hay Plugging Market, from ten in the morning until noon; Exchange Floor, from twelve thirty until two thirty.—D. J. Schuh, executive sec'y, Cincinnati Board of Trade.

Toledo, O.—C. L. "Cal" Cannon, federal grain supervisor of this market the past eleven years, a recent speaker at a number of the Ohio and Michigan meetings, recently received a promotion to the office of Chief of the Federal Grain Supervision at Chicago. His square dealings and intimate knowledge of grain grading factors have won him a host of friends among both the terminal and country grain dealers.

OKLAHOMA

Oklahoma City, Okla.—Frank Winters is the proud father of a fine baby girl, arriving Sept. 4.

Lovell, Okla.—I came here from the Dakotas and engaged in the grain, flour and feed business.—H. M. Vande Graff.

A series of group meetings were held by the Oklahoma Grain Dealers Ass'n, commencing Sept. 17. Hobart, Frederick, Clinton, Woodward and Forgan were a few of the meeting places.

Okeene, Okla.—A 100,000-bu. elevator is planned for erection next year by the Shawnee Milling Co. This is one of a number of contemplated expansion moves considered at present.

Dawson, Okla.—We are building a 24x48 wareroom addition to our elevator for the feed business and also installing a Eureka Cutter and Grader for steel cut corn.—Sanders-Barnard Mill Co.

Okeene, Okla.—We are just completing an enlargement program in our flour mill, but are not in position at present to furnish information relative to additional storage facilities.—Okeene Milling Co.

Enid, Okla.—The Pillsbury Flour Mills Co. has completed the first unit of its \$1,000,000 elevator here, with 750,000 storage capacity. Another unit is under construction, which will increase capacity to 1,500,000 bus.

Enid, Okla.—A workman employed in the construction work on the new plant under way for the Pillsbury Flour Mills Co. suffered serious injuries after falling 37 feet thru an air vent. He had attempted to recover a window weight which he had dropped.

Yukon, Okla.—A water cooling tower for the two large size diesel engines now being installed in the plant of the Yukon Feed & Grain Co., of which J. R. Kroulitz is president, are about completed. These modern oil-burning units replace gas-burning engines. A number of other improvements will be made.

Weatherford, Okla.—The Canadian Mill & Elevator Co. will install a large hammer-type feed grinder, thereby increasing production by four tons an hour.

Oklahoma City, Okla.—E. M. Flickinger, manager of the Mid-State Grain Co., became seriously ill quite suddenly with a heart attack earlier this month and was still confined to his home. Late dispatches indicate he is rapidly improving and will soon have convalesced sufficiently to permit his return to his office.

PACIFIC NORTHWEST

Filler, Ida.—A new grain elevator is now in operation for the O. J. Childs Seed Co.

Valleyford, Wash.—The Farmers Grain & Produce Co. are reported to be retiring from business here.

Haines, Ore.—Building an elevator in two weeks was the feat accomplished for the E. W. Hearing building here.

Midvale, Ida.—J. J. Marsh of Caldwell has leased the warehouse formerly operated by the Farmers Co-op. Warehouse Co.

Toppenish, Wash.—The Toppenish Milling Co. suffered recent damage from exposure to fire and consequent fire damage.

Kahlotus, Wash.—The Interior Warehouse Co., Spokane, has completed an addition to its warehouse here, with an increased capacity of 800 sacks.

Portland, Ore.—Frank Ford has embarked in the grain and feed brokerage business on his own account. He was formerly with the T. A. Riggs Grain Co. here.

Oakesdale, Wash.—The McDonald Warehouse & Grain Co. has taken over the Palmerton-Moore Warehouses here and at Flagg. H. E. Palmerton will remain in charge.

Portland, Ore.—Hood Bros. have opened a wire office to deal in grain futures, representing a Chicago grain house, as well as in New York and San Francisco stocks and bonds.

Portland, Ore.—William Wright has become a member of S. E. Mikkelsen, Inc., leaving the management of the Portland office for H. W. Collins of Pendleton, Ore. William A. Kearns transferred from the Seattle to the Portland office for the Collins organization, to fill the vacancy.

Portland, Ore.—The Terminal Flour Mills have made a working arrangement with the Pillsbury Flour Mills whereby Pillsbury products will be made in their plant, which has a manufacturing capacity of 1200 bbls. daily. Offices of the two companies will be maintained jointly in the Board of Trade Bldg.

Walla Walla, Wash.—Evidence of an alleged "check kiting" operation involving the defunct Cameron-Yenny Grain Co., which failed for approximately \$500,000 two years ago, was introduced at the hearing before the referee here recently. The alleged operations involved nearly a quarter of a million. Several banks have claims which John Cameron, president, authorized, revolving around checks.

Davenport, Wash.—Lee Casper is manager of the recently completed reinforced concrete 50,000-bu. elevator built at a cost of \$25,000 for the Washington Grain & Milling Co. of Rear-dan. As previously reported, the plant is located on the Washington Central branch of the Northern Pacific. The elevator has 8 bins, a dump, a Fairbanks scale in an extra large scale room, a 2,000-bus. an hour leg with D. P. buckets in a metal casing, General Electric Ball Bearing Motors, a Webster manlift and an automatic scale.

PENNSYLVANIA

Philadelphia, Pa.—Samuel Townsend was tendered a testimonial dinner recently in celebration of 50 years' service in the grain inspection department of the Commercial Exchange.

Barnesboro, Pa.—George Steele, aged 55, passed away at his home here Aug. 27, following a stroke of paralysis. For many years Mr. Steele was engaged in the wholesale feed and grain business.

East Fayetteville, Pa.—M. S. Good, owner of the East Fayetteville Elevator near Chambersburg, Pa., was killed near Duncannon, Va., on Sept. 1, when a truck driver lost control of his machine and collided with Mr. Good's car while crossing a grade. His widow and daughter were seriously injured.

Emporium, Pa.—The plant of the Emporium Milling Co., Inc., was totally destroyed by fire Sept. 12.

SOUTH DAKOTA

Tabor, S. D.—The Western Terminal Elvtr. Co. is wrecking its elevator here.

Faith, S. D.—Wm. O'Laughlin of Baker, Mont., will soon start construction of his elevator.

Cresbard, S. D.—The elevator of the Cresbard Co-operative Elvtr. Co. was damaged by fire Sept. 15, caused by a motor burnout.

Burkmore, S. D.—The Faulkton Farmers Elvtr. Co. has a new leg installed and other repairs made by the T. E. Ibberson Co.

Ashley, N. D.—J. J. Weixel of Eureka, S. D., has bought the elevator of H. H. Drews, and will have Arthur Brosz of Leola in charge.

Faulkton, S. D.—The new Richard Eisele grain elevator, just recently completed, is now in operation. Mr. Eisele is running the plant.

Mitchell, S. D.—The Farmers Elevator Ass'n of South Dakota will hold its annual meeting here on Dec. 11, 12 and 13.—F. H. Sloan, sec'y.

Groton, S. D.—Slight damage was caused by lightning striking the local elevator of the Eagle Roller Mill Co. during an electrical storm here recently.

Orient, S. D.—The Ree Valley Co-op. Elvtr. Co. has moved one of its unused elevators from another part of town to its place of business for a storage warehouse.

Draper, S. D.—M. King is building a 30,000-bu. cribbed elvtr. on the C. M. & St. P. R. R. with electric power, one leg 10 bins, air dump and a 15-ton truck scale.

Esmond, S. D.—K. W. Storvick, Centerville, has purchased the Reedy Grain Elvtr. and installed new equipment. Gus Hanson, an experienced grain man, is in charge.

Zell, S. D.—The Farmers Elvtr. Co. is installing a 1500-bu. Richardson Automatic Scale, Gerber Double Distributor, and other improvements. T. E. Ibberson Co. doing the work.

Edgemont, S. D.—We have bought the elevator formerly operated by Moddle & Downey and are operating it in connection with their other business.—J. M. Tucker and C. M. Tucker of Black Hills Supply Co.

Mission Hill, S. D.—Damage was suffered by the properties of the Farmers Union Elevator Co. here in the tornado late last August. The roof of the corn crib and part of the siding of the elevator on the Great Northern was torn off, and the elevator on the Chicago & Northwestern was moved from its foundation by the force of the wind.

SOUTHEAST

Atlanta, Ga.—Mack Trammell of Dalton, Ga., is now a member of the Southern Brokerage Co., according to E. Y. Johnson, president.

Atlanta, Ga.—Spencer Kicklighter, for the past 35 years employed as bookkeeper with A. P. Morgan Grain & Wheat Co., passed away Sept. 13 at his home here.

Bristol, Va.—A merger has been effected between the Bristol Seed & Grain Co., and the Hamilton-Bacon-Hamilton Co. The present management of the former concern will continue under the name of the latter company in their building on Commonwealth Ave.

Mobile, Ala.—Controversy has arisen here over the refusal of the Mobile & Ohio railroad to handle grain from other railroads thru its local elevator, the only elevator in town. Agitation is spreading to compel the railroad-owner of the elevator to handle grain from other lines and various means along this line are developing. In event they fail there is some possibility of awakening public interest to the point of building a public elevator for developing grain shipments thru this port.

TENNESSEE

Lewisburg, Tenn.—Fire broke out in the elevator of the Lewisburg Milling Co. recently. The electric motor, in which the fire originated, sustained the only damage.

TEXAS

Houston, Tex.—The old firm of Maurice Pincoffs Co. has now engaged in the export grain trade.

Cereal, (Aiken p. o.), Tex.—We have started the construction of a new elevator.—McAvoy Elvtr. Co.

Wichita Falls, Tex.—Kent Barber has resigned his position as assistant manager of the Wichita Mill & Elvtr. Co.

Perico, Tex.—We have acquired the 12,000-bu. elevator at Perico, which is managed by W. P. Henneman.—The Blotz Henneman Seed Co., Clayton, N. M.

Plainview, Tex.—Hughston Grain Co. will erect a grain elevator here equipped to thresh the grain out of the head, in addition to having all other up-to-date machinery.

Texas City, Tex.—Work of enlarging the grain elevator here to a storage capacity of 300,000 has started and when completed will have a loading capacity of 40,000 bu. per hour.

Conlen, Tex.—We have built a thoroly modern, iron clad elevator here, with 23,000 bu. capacity. The new plant is in charge of H. A. Nachtrieb.—The Blotz Henneman Seed Co., Clayton, N. M.

Dallas, Tex.—The elevator of the Morten Milling Co. was damaged by fire Aug. 29th, which resulted in the destruction of some elevator belting that burned thru at the head. The fire was extinguished with a sprinkler head before the arrival of the fire department. Grain stocks were slightly damaged.

Dimmitt, Tex.—C. O. Byrnes, of Tulia, and the Kearns Grain & Seed Co. are erecting a 20,000-bu. building here. We will use Howe 10-ton scale, Richardson 8-bu. Automatic scale, two motors of Fairbanks, self ventilating type, Winter Drive, with ball bearing thruout. The Star Engineering Co. is the contractor.—Kearns Grain & Seed Co., Amarillo.

UTAH

Ogden, Utah.—Jesse S. Richards, sec'y of the Ogden Chamber of Commerce and long prominently identified with grain and milling trade developments, was one of seven killed in a mail airplane crash at Pocatello, Ida., on Sept. 4. The party was returning from Great Falls, Mont.

WISCONSIN

Maribel, Wis.—The Maribel Grain Co. has purchased the Rahr Co.'s elevator.

Pepin, Wis.—The R. E. Jones Co. grain elevator here was destroyed by fire recently.

Granton, Wis.—O. W. Trendall has bought the grist mill and elevator from W. J. Spry & Sons.

Richland Center, Wis.—Feed grinding and mixing equipment was installed by Keegan Bros.

Milwaukee, Wis.—Paul C. Rutherford has been elected to membership in the Chamber of Commerce.

Colfax, Wis.—The feed and flour business of J. A. Freestone recently became the possession of E. J. Crane.

Fall Creek, Wis.—Wm. Niebuhr, Sr., died recently, instead of O. W. Niebuhr, Sr., as erroneously reported.

Jefferson, Wis.—A new warehouse is under construction for the Jefferson Flour & Feed Co. The firm is also having its plant remodeled.

Saukville, Wis.—The Dadmun LaBudde Co., of North Milwaukee, has completed its new retail feed store building here and will start operation Oct. 1st.

Saukville, Wis.—The site of the Saukville Equity Farmers Exchange was acquired by the Saukville Feed Co., and a large feed warehouse erected thereon.

Milwaukee, Wis.—Patrick W. Walsh, pres. of the P. W. Walsh Milling Co., died here recently. He was sixty-eight years old and his demise is believed to have been due to a heart attack.

Superior, Wis.—The new storage tanks at Great Northern Elevator S have been completed, which increases the storage capacity, including elevator X and the annex, to 10,000,000 bus.

Appleton, Wis.—Plans have been completed by the E. Liethen Grain Co. for the construction of a new grain warehouse, and office building, 96x92, to be five stories high. The estimated cost is \$90,000 with all modern equipment.

Beaver Dam, Wis.—Hartzheim Fuel & Feed Co. will hereafter conduct the elevator and feed business which for the past seven years was known as Lange & Hartzheim, as L. Hartzheim has acquired the interest of his partner, L. J. Lange.

Osceola, Wis.—The Archer-Daniels Midland Co., of Minneapolis, has leased the elevator of the Osceola Mill & Elevtr. Co. The elevator, which has 75,000 bus. capacity, will be used principally for grain storage. P. J. Tewksbury, formerly connected with the Osceola Mill & Elevtr. Co., will be in charge of the office of the Archer-Daniels Midland Co.

Cadott, Wis.—A new grain and feed warehouse was recently opened here by the New Richmond (Wis.) Roller Mills Co. This is another link of a chain of retail merchandising branches. J. O. Johnson of Eau Claire, Wis., is manager, and J. M. Brown, former manager of the Co-operated Farmers Warehouse, which the New Richmond company acquired, is assistant manager here.

WYOMING

Gillette, Wyo.—Jack Hanson is the manager of the Farmers Union, succeeding Ray Powers, who resigned on account of ill health. A Farmers Elevator Co. is reported to have organized here and an elevator proposed. The two are not the same.

Greybull, Wyo.—We have just completed our new bean cleaning plant and warehouse, with a full basement. The second floor is for bean cleaner and the first floor for sacking off beans. Strong Scott Truck Dump and Winter Drives and G. E. totally enclosed, fan cooled ball bearing motors are used.—Greybull Elevtr. Co.

Radio communication has been installed between Montreal, Winnipeg and Vancouver offices of James Richardson & Sons. It is short wave length apparatus capable of transmitting as many as 200 words a minute and will principally be used as supplementary means of communication between the Montreal offices and those farther west. James Richardson & Sons are grain and stock brokers and are reported to be the first to institute this kind of service.

Evansville, Ind.—Some of the Pike County farmers are complaining about damage to the corn crop by rats. The rodents are apparently driven from the idle deep mines in this county, and hunger has forced them to invade the corn fields, where they climb the stalks and eat the ears. First indications of damage were laid to squirrels, until a number of rats were seen clinging to the ears of corn they were munching. Their numbers will cause much more damage than could be attributed to squirrels.

Selling the new crop corn options short has been popular for some time, especially since the government report last month, showing 3,030 million bushel prospect, agreeing approximately with private reports, was published. But when the government, on Sept. 10, reduced the estimate about 99 million bushels, there was uneasiness on the part of the bears and a sharp rally followed. When this spurt is over the next rally will probably come with indications of real killing frost, whether the crop is safe from injury or not.—Knut Knutesen.

Germany.—Protests of German grain traders and millers over the acquisition of the group of mills known as the Scheuer combine by agricultural banks, led to a conference between the parties concerned under the presidency of Dr. Schreiber, the Prussian Minister of Commerce. The grain dealers and millers express a fear that this absorption by the banks, of milling property is the beginning of state control of grain. Representatives denied intention of such a monopoly and declared acquisition was for the purpose of rationalizing agricultural ass'ns and the sale of grain, and to further grain standardization and the cause of level prices. In the face of the denial the millers and grain dealers maintained their protests.

No Protests on Increase in Duty.

The proposal to increase the tariff on corn by 50%, raising the amount from 15 to 22½ cents per bu. for the purpose of equalizing production costs on this commodity between United States and the Argentine, has met with no protests according to the United States Tariff Commission. Filing time on such protests expired on the 4th of this month. A formal brief had been expected from Argentina, protesting the increase, as that country opposed it during earlier hearings, but it was not received.

Reference to the attitude of the Argentine government was contained in the testimony given by W. R. Ogg, representing the American Farm Bureau Federation during the public hearings. His brief states:

If the representative of the Argentine government meant what he said in branding the proposed increase in the duty on corn as an unfair discrimination against Argentina, then he was also condemning the action of his own government, in effect, because the Argentine government collects an export duty on all corn shipped out of Argentina to the United States and elsewhere.

The brief concluded with an urge to early action:

In the belief of the applicant, the proposed increase of 7½c per bu. is necessary in order to equalize the difference in the cost of production.

It is therefore respectfully requested that the commission recommend to the President that the duty on corn be increased from 15c to 22½c per bu. It is also urged that no further delays in the filing of evidence by interested parties be granted in this case, but that the case be expedited as much as possible in order that domestic producers may receive as early as possible the increased protection to which it is believed they are entitled.

The Farmer and the Middleman in the campaign is the title of a 31-page brochure by W. F. Jensen, pres. of the Federated Agricultural Trades of America, outlining the promises of the rival candidates and approving the export debenture plan of farm relief.

Rome.—Arrangements have been practically completed for taking the world's agricultural census since countries, colonies and mandate territories which have promised active participation represent approximately 98% of the world's agriculture. The results will probably be published in 1931-32.—Leon M. Estabrook, director of census for the International Institute of Agriculture.

"Calcyanide," as a trade-mark has been denied the California Cyanide Corporation on opposition by the American Cyanamid Corporation, as the coined word resembles too closely the name calcium cyanide descriptive of the article. In this the assistant commissioner of patents reverses the decision of the examiner of interferences who confounded the registration with the right of the opposer to use the common description as a privately owned trade-mark.

Carrier Liable for Car on Private Track

The burning of a carload of cotton sweepings on a private siding without apparent negligence was charged to the railroad company by the City Court of New York recently in the suit brought by Crane, Hayes & Co. against the New York, New Haven & Hartford Railroad Co.

The Ray Cotton Co., at Franklin, Mass., loaded the cotton in a car on its private siding. It was sealed at 1:30 p. m., Saturday, Sept. 8, 1926. At 8 p. m., that day it was burned.

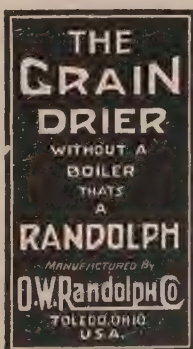
The regular course of dealings for many years between defendant railroad and shipper, as to carload shipments, was for shipper to notify defendant's agent that it had such consignment ready, whereupon the freight agent would send an empty car to shipper's siding. The shipper would then load the car, seal it, notify the freight agent as to the weighing and sealing, and that it was ready to be moved. The freight agent would then issue a B/L. Some time during the forenoon of the next day defendant would move the loaded car. About 10 to 20 carloads a month would be shipped in that way.

The railroad company tried to take refuge under the clause in the B/L exempting it from liability as to property taken from "a station, wharf or landing at which there is no regularly appointed freight agent * * * until after cars are attached to * * * locomotive or train."

The court said: I do not think this exemption helps defendant, for two reasons. Defendant did have its regularly appointed freight agent at Unionville and Franklin, Mr. L. H. Pendleton; and, secondly, there is nothing in the B/L which speaks of cars loaded at sidings, public or private. If the B/L contained a provision regarding defendant's liability for loss or damage at sidings, which are private or in the nature of private sidings, the case of *Bers v. Erie R. Co.*, 225 N. Y. 543, 122 N. E. 456, would be determinative, at bar. If this were a public siding, the rule in *Yazoo & M. V. R. Co. v. Nichols & Co.*, 256 U. S. 540, 41 S. Ct. 549, 65 L. Ed. 1081, would apply.

The proceedings before the Interstate Commerce Commission, referred to in the briefs of counsel, do not help to determine this cause. The Commission ruled that a certain provision which carriers desired to insert in the uniform B/L regarding their exemption from liability for loss or damage at sidings, was, as attempted to be worded by the carriers, an unreasonable provision. The result of those proceedings was to leave both carrier and shipper to their liabilities and rights at common law. The only question, therefore, is whether, at common law, a delivery to defendant, as carrier, had or had not been made.

Defendant concedes that the burden lies upon it to explain and rebut the inferences arising from the delivery of the B/L, which is both a contract of carriage and receipt for the goods. The only evidence which is helpful to defendant is that the car was loaded by vendor, and was burned on its private property before the time had arrived when defendant usually made its switching movement. Opposed to this stand out the facts (1) that the car was sealed after loading; (2) defendant issued its B/L; (3) that no one but defendant could conduct the switching operation; (4) that there was nothing further



Elgin Flour & Feed Co., Elgin, Ill.

This plant is equipped with a Randolph Direct Heat Grain Drier

for vendor to do but await defendant's convenience in moving the car from its private siding; and (5) that the vendor, by the sealing of the car, put the goods in the accustomed place where it always made delivery to defendant.

In 10 Corpus Juris, 224, 225, the common-law rule is stated:

"But if the thing to be done is something which it is the duty of the carrier to do without further act on the part of the shipper, then the liability of the carrier attaches at once. The risk of the carrier, as such, begins on receipt of the goods for immediate transportation; that is, as soon as the delivery is complete, so as to place on the carrier the exclusive duty of seeing after their safety."

I can see no other inference to be deduced from the act of issuing the B/L for a sealed car, except the appropriation of possession of the goods for the purpose of carriage. Defendant need not have issued the B/L until it was quite ready to assume its responsibility as a carrier. The fact that the sealed car remained on vendor's private land did not in any way interfere with defendant's ability or right to move it where it would. Its possession of it was, for all practical purposes, just as complete as if it had the car on a public siding. The Ray Cotton Co. cannot be said to have been in possession of the goods, for, after the sealing of the car and delivery of the B/L it is questionable whether it could lawfully break the seal and remove the goods without permission, either of plaintiff or defendant. See Federal Statutes Ann. vol. 4, p. 573; Act Feb. 13, 1913, c. 50; 37 Stat. 670 § 1 (18 USCA § 409). The consignor was in Boston. It is said that he could have removed the goods from the car without incurring any liability to defendant. I think, if consignor did that, he could be held liable by defendant for the reasonable value of sending the car, and taking it back, for a purposeless journey. But the question as to whether shipper or consignor could remove the goods from the car goes beside the question, as to who had possession, actually, at the time of the fire.

The freight car stood on the shipper's land, but it was defendant's property. The sealing of it, at least, evidences that both car and freight were intended to be put into the possession of the carrier. And when the carrier, aware of the loading and sealing of its car, issues its B/L therefor, that seems to me to indicate a willingness to accept delivery and possession then and there, and not some time, when convenient, tomorrow. And if that be done every day, for 1,000 days, the result is, in reason, no difference.

I see no difference between a delivery to a carrier at its principal station for receiving freight and receiving a B/L then and there, and delivery to the carrier by loading and sealing a freight car, which the carrier appoints for the purpose, and receiving a B/L therefor. Unless a special contract is made to cover the situation, a delivery to the carrier is good, if made at the place it designates, be it a freight car, a substation, or main and regular station, or some place on the public highway, where the carrier stands ready to take delivery, and assume its obligations as such. From the course of dealing between defendant and the vendor, who is plaintiff's agent, no one can infer that the customary transaction gave rise to any notion that delivery to defendant, as carrier, was not complete, until the locomotive was coupled to the freight car, ready for the switching movement.

At common law, the placing of the goods by the shipper at a place at which they are accustomed to be deposited is a sufficient delivery to charge the carrier as an insurer. 10 Corpus Juris, 222. Here the freight car was the customary place of delivery. Having issued its B/L, when the goods were sealed in its freight car defendant must show far more than the evidence at bar discloses to destroy the prima facie case plaintiff has made out.

It seems to have been the usual practice of defendant to do just what was done in this case. A similar practice was condemned by the Second Circuit Court of Appeals in *Olivier Straw Goods Corporation v. Osaka Shosen Kaisha* (June 11, 1928) 27 F. (2d) —, in the following language:

"However common the practice may be of issuing on-board bills of lading when the goods are not yet laden, the practice is at best extremely negligent. It not only may mislead merchants as to their actual contract rights, but, if recognized as valid, is likely to deprive purchasers who import merchandise, banks financing their operations, and companies insuring the goods against risks of that certainty as to their rights and obligations which truthful conduct and fair business dealing at least tend to promote."

I can perceive no difference, in principle, between the condemned practice of an ocean carrier in issuing an on-board B/L before the goods are actually laden, and the practice of a rail carrier in issuing a B/L for a sealed car on a private siding, before it believes itself to be in actual receipt of the goods. It is a practice misleading to the shipper, consignee, and others who might be, in some way, interested in the shipment.

Judgment for plaintiff for \$1,500.27, with interest from September 3, 1926, and costs.—230 N. Y. Supp. 427.

Field Seeds

Detroit, Mich.—The Detroit Seed Co. has been incorporated here for \$5,000 to deal in seeds.

Palouse, Wash.—A \$50,000 plant is being constructed here for the Washington-Idaho Seed Co.

Waupaca, Wis.—The Wisconsin Seed Co. has increased its capital stock from \$10,000 to \$25,000.

Ocala, Fla.—A 40x100 foot two story plant is being built here to accommodate the Seminoles Seed Co.

Worland, Wyo.—The Emmer Mill here has been acquired by the Bean County Woodruff Seed & Bean Co.

Cincinnati, O.—Robert C. Strong has taken charge of the retail business of J. M. McCullough's Sons Co. here.

Memphis, Tenn.—A branch of the Feld Seed Co. will be established at Greenville under the management of B. M. Feld.

Medford, Ore.—A. C. Crews has sold his interest in the Mutual Mill & Seed Co. here to G. A. Youngs, G. A. Barr and F. J. Wilmot.

Patterson's Crossing, O.—Work is rapidly progressing on the new seed corn drying house being built here by the Ira Marshall Seed Co.

Tulsa, Okla.—Johnson & Son Seed Co., has been incorporated, with a capital of \$50,000, by N. H. Johnson, Harry E. Johnson and E. L. Arnall.

Toronto, Ont.—Thomas L. Carmichael, pres. Goodall Seed Co. died suddenly late last month following a stroke of paralysis. He was 62 years old.

Dassel, Minn.—The Dassel Seed Co., Inc., has been organized here by Knute Johnson, Carl G. Porter and Anna S. Johnson with capital stock of \$10,000.

Fredonia, N. Y.—Geo. Ostrander, pres. of the Fredonia Seed Co., announces his firm has contracted for construction of a \$100,000 addition to its plant and storehouse.

Colorado Springs, Colo.—The Colorado Seed Show, an annual event for the past several years, will be held here Nov. 19-23, under the auspices of the Colorado Pure Seed Ass'n.

Syracuse, N. Y.—Benjamin F. Metcalf, Sr., of B. F. Metcalf & Son, Inc., seed dealers, passed away at his home in Chittenango, N. Y., on Aug. 27. His many friends in the trade extend their sympathy to the bereaved.

Twin Falls, Ida.—Irving Darrow, who established the local office of Darrow Bros. Seed & Supply Co. in company with his brother, Geo. H. Darrow, in 1907, has returned from California to resume ownership and management.

Sioux City, Ia.—A new addition is being built on the warehouse of the Wertz Seed Co., which will cost \$70,000 when completed. It will be 110 ft. high at the highest point and completely fitted with all the latest equipment for hoisting, distributing and storing seeds. Younglove Construction Co. is doing the work.

Shenandoah, Ia.—The Henry Field Seed Co. plans to build an addition to its plant, bridging the driveway between the main building and the studio, to house more merchandise and accommodate more visitors. The "Sorghum Mills" hay barn and two silos of the company were recently destroyed by fire with estimated damage at \$10,000.

Miami, Fla.—David L. Hughes, 63, treas. of the Hughes Seed Co., Inc., died from injuries received in an auto accident in Dayton, O., on Aug. 24. He had been connected with the Hughes Seed Co. since its inception. His widow, Fleda V. Hughes, pres., will continue the business.

Biddeford, Me.—The Harper Grain Co. has been organized to deal in seeds at wholesale and retail here. Capitalization is \$10,000 common stock. Officers are John Harper of Saco, pres. and manager, Morrill Harper, Biddeford, treas., Florence S. Harper, Saco, sec'y. A warehouse has been opened.

Varieties of wheat that they preferred the farmers to raise came up for important discussion at the annual meeting of the Indiana Millers Ass'n, held in Indianapolis, Ind., Sept. 18. For a few years, Sec'y Riley states, many have been experimenting with Michikoff, a hard wheat, and Purkoff, a soft wheat.

Billings, Mont.—The Thompson Kleen Bean Co. has moved to its new quarters where it has 1,500 sq. ft. of storage, office and working room. Application has been filed by the company for a federal warehouse permit, privileging it to issue federal storage receipts on stored beans, since the farmers can use such receipts as collateral in obtaining loans.

C. E. Kendel, Cleveland, O., sec'y of the American Seed Trade Ass'n, has published the proceedings of the 46th annual convention of his organization in a 138 page volume which gives the names of the officers, com'ites, constitution, arbitration rules, roll of members and register of the convention held last June in Chicago. A detailed report of the business sessions, reports of com'ites and texts of the talks and addresses is included.

Directory

Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CHICAGO, ILL.

Johnson, Inc., J. Oliver, field seeds.
Kellogg Seed Co., John L., field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.
Rudy-Patrick Seed Co., field seed merchants.
Tobin-Quinn Seed Co., Missouri Blue Grass.

LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.
Teweles Seed Co., L., field and grass seeds.

MINNEAPOLIS, MINN.

Northrup King & Co., field seeds.
Minneapolis Seed Co., field seed merchants.

ST. JOSEPH, MO.

Mitchellhill Seed Co., wholesale field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.
Mangelendorf & Bro., Ed. F., wholesale field seeds.

Organization of State Seed Councils to work in co-operation with the Seed Council of North America should be a material aid in developing better local conditions in the seed trade. Such organizations being made up of state agricultural colleges, county agents, farm bureaus, state departments of agriculture, crop improvement ass'ns and seedsmen have the facilities for highly beneficial work in growing better and more profitable crops. Action is being taken along this line and is finding ready support among seedsmen and grain dealers.

Washington, D. C.—The seed origin-verification service of the Bureau of Agricultural Economics has been changed to limit the service to alfalfa seed, at the same time extending it to include practically all commercially handled alfalfa seed. Most of the large handlers of alfalfa seed have voluntarily enrolled with the bureau as verified-origin dealers. Only part of the commercially handled alfalfa seed was covered by this service last year but certificates were issued on 17,000,000 lbs. With the extension of the service it is expected this year's figures will reach 40,000,000 lbs.

Minnesota seed dealers perfected a permanent organization, elected officers, and made tentative plans for an extensive program to educate the farmers as to the value of good seeds, at a meeting Sept. 5, at Minneapolis. Representatives of nearly 25 seed firms were present to aid in the inauguration of what will be known as the Minnesota Seed Dealers Ass'n. H. E. Kiger of Alexandria was elected pres., J. E. Lavelle, of Winona, vice-president, and E. J. Kickenapp, Faribault, sec'y-treas. In the conduct of their educational program, the Minnesota Seed Dealers Ass'n plan to co-operate with experimental, agricultural and regulatory authorities. A conference is slated for October, probably at the University Farm. The delegates were entertained by the Minneapolis seedsmen.—P. J. P.

New regulations affecting all seeds intended for sowing with the exception of forest seeds, seeds of plants for ornamental purposes only, straw seed and grain seed, have been passed by the Swedish parliament. Under it a statement must be submitted by the seller to the buyer not later than time of delivery and this statement must include data showing the name and address of the seller, the quality of the seeds, for seeds other than vegetable, the weed content in numbers of seeds per kilogram, and the germinating power. Seed harvested abroad must be labeled "Foreign Seed." If a reservation is made regarding the seller's liability to give compensation in the event of defects in the goods, reference may not be made by the seller unless it has been included in a written agreement and otherwise than simply thru a reference to a price list or similar communication. A complete copy of the law can be obtained from the Division of Foreign Tariffs, Dept. of Commerce, Washington, D. C.

Imports and Exports of Seeds.

Imports and exports of seeds for July, compared with July, 1927, and for the 7 months ending with July, are reported by the Bureau of Foreign and Domestic Commerce as follows:

IMPORTS				
	July 1928	July 1927	7 mos. ending July 1928	7 mos. ending July 1927
Alfalfa, lbs.	90,000	275,086	3,230,604	
Red clover, lbs.	43,864	1,250	4,851,584	6,089,513
Alsike, lbs.	53,040		4,894,415	3,355,673
Crimson clover, lbs.	64,997		139,949	1,743
Other clover, lbs.	217,033	27,455	5,467,944	4,702,609
Vetch, lbs.	284,230	179,344	2,449,731	2,270,339
Grass seeds, lbs.	821,977	816,603	4,582,935	4,331,398
EXPORTS				
Alfalfa, lbs.	9,975	15,125	296,976	753,651
Red clover, lbs.	7,720	240	282,131	601,574
Other clover, lbs.	2,367	925	243,221	148,674
Timothy, lbs.	91,331	43,491	7,977,543	6,922,019
Other gr. seeds, lbs.	160,350	32,019	1,948,425	1,137,202
Other field seeds, lbs.	83,333	58,057	1,765,524	1,288,767

Demand for Seed Wheat in Ohio.

The failure of wheat in most parts of Ohio this season is likely to make securing the desirable seed a more difficult question than it has been for some years. Ohio has the reputation of producing a very high quality of soft red winter wheat. It usually sells at a premium over hard red winter sometimes at a decidedly higher price. A mixture of these two classes, however, not only fails to get the premium, but is likely to be discounted very severely.

It behooves the Ohio wheat grower who failed to grow his own seed to take steps to secure good varieties of Ohio grown soft red winter wheat. There is an abundance of such seed available, particularly in northeastern Ohio, if it is only properly distributed.

It would be unfortunate to introduce the hard wheats of the West into Ohio. In the long run they will average lower in yield than the best native varieties. And worse than this, they will mongrelize the Ohio wheat crop to such an extent that it will take years to recover. In the meantime we will miss the premium for choice soft red winter wheat which we have been getting. The temptation to buy these hard wheats will be great for they are selling in the general markets at lower prices than our soft wheats.—The Ohio Farmer.

New Seed Trademarks.

J. M. McCullough's Sons Co., Cincinnati, O., filed trademark Ser. Nos. 269,534-5, the words "EDEN PARK," and "WASHINGTON PARK," respectively, particularly descriptive of lawn grass seed.

Alfred E. Smith Favors Compulsory Pooling.

At Omaha, Sept. 18, Alfred E. Smith, candidate for President, said:

I strongly believe in co-operative marketing. It is clearly all right—as far as it goes. I have encouraged it in my own state. In New York today we have over one thousand co-operative marketing ass'ns, with our major cash crops and with a device for taking care of the surplus at the cost of the commodity benefited, co-operatives would be given a great opportunity for development.

Their field is limited, however, without such a device, for the reason that when the membership alone is compelled to pay the whole cost of the attempt at stabilization, those outside the membership receive the benefits of the increased prices without bearing any of the burdens incident thereto. And the attempt at stabilization is in large measure impaired by the activities of the non-members.

The fundamental fact is that none of the methods can function with respect to the major cash crops unless they are coupled with the control of the exportable surplus with the cost of lifting it out of the domestic market assessed back on the crop benefited.

As I read the McNary-Haugen bill, its fundamental purpose is to establish an effective control of the sale of exportable surplus with the cost imposed upon the commodity benefited. For that principle the Democratic platform squarely stands, and for that principle I squarely stand. Mr. Hoover stands squarely opposed to this principle.

I do not limit myself to the exact mechanics and method embodied in that bill.

Smut destroyed an average of 1.4 bus. of wheat per acre in Pennsylvania last year. A further loss to growers resulted from discounts. Encourage planting smut free seed or treated seed. Where the farmers treat their seed losses from this cause have become negligible.

The Fowler Equity Exchange, Dodge City, Kan., which set a world's record in 1926 with 968,000 bushels of wheat received that year, established another unequalled mark this season with 38,588 bushels in a single day. This is declared by Dodge City grain men to be the largest volume of wheat ever received by one elevator with one scale in the history of grain marketing.

Ten Wheat Sowing Essentials

By H. M. Bainer, Director,

Southwestern Wheat Improvement Ass'n. The best seed obtainable is none too good. The resulting crop is determined, to a large extent, by the kind of seed sown.

The old standard varieties should not be discarded for newer varieties unless there is definite assurance that they are better.

Rye in wheat is an unnecessary waste; it lowers the grade and decreases the selling price.

In buying seed wheat, look out for weed seed. A large part of the dockage in wheat is nothing but weed seed.

The fanning mill is a great seed wheat improver. It removes weed seed, cracked kernels, sticks, straws and chaff, insuring a more uniform stand and more vigorous plants.

Proper seed treatment is an absolute insurance against smut. Smut decreases the yield and lowers the price.

It is a mistake to sow too much seed per acre. Too thick a stand often draws too heavily on the soil moisture, causing a dwarfing of the plants, shriveling of the grain and a reduction in yield.

For best results, neither the extremely early nor the extremely late sowing dates are as good as the dates between these extremes.

There is no single factor that will increase the wheat yield more than early disking, plowing or listing. Every experiment station in the Southwest, as well as thousands of the best wheat farmers, have clearly proven that July preparation insures several bushels more wheat per acre than later work.

For best results wheat land should be rotated. There is no possibility of being able to maintain a healthy and highly productive soil, under a "one crop" system. Continuous cropping to wheat not only decreases the yield but increases the risks and damages by insects, plant diseases and weeds.

GRAIN DRIERS

for

**COARSE GRAINS,
SEED CORN,
BEANS,
PEAS, ETC.**

ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

ELLIS DRIER WORKS

Division G. L. M. Corp.

**1223 S. Talman Ave., Chicago
210 N. 13th St., Philadelphia, Pa.**

Chicago Board to Study Elevator Problem.

Directors of the Chicago Board of Trade have authorized the appointment of a special com'te by Pres. Samuel P. Arnot to broadly consider all phases of the public elevator problem and seek to determine the best means of its solution.

This action follows failure of the Illinois Commerce Commission to grant a license to the new corporation formed by the exchange under the law passed by the last legislature.

The com'te which will report back to the directors will study, among other things, the advisability of the exchange building or leasing elevators or contracting with others to operate public elevators in Indiana or Wisconsin.

Delivery on future contracts at outside concentration points on the basis of established differentials will likewise be considered.

The resolution follows:

"WHEREAS, The Illinois Commerce Commission has refused to grant a license to the recently created Board of Trade Warehouse corporation to operate public elevators under the McCarthy Law passed at the last session of the legislature and has likewise refused to grant a rehearing on our application for said license; and,

"WHEREAS, The public elevator operators of Chicago and Directors of the Board have up to the present time been unable to present or to agree to any plan for a new set-up that would make it probable that a license could be secured from the present Commerce Commission on a new application, therefore, be it

"RESOLVED, By the Board of Directors of the Board of Trade of the City of Chicago, that a Member's Committee be appointed by the president to investigate and report to the Board of Directors its opinion as to the feasibility and desirability of:

"FIRST: The Board of Trade to build or lease, and operate, or enter into contracts with others to operate public elevators in Indiana or Wisconsin, or to secure the erection and operation of such elevators by the railroads or other outside interests.

"SECOND: That deliveries on future contracts on the Chicago Board of Trade may be made at outside concentration points on the basis of established differentials, as well as at Chicago, or exclusive of Chicago.

"THIRD: Any other plans or methods that may afford a solution of the public elevator problem."

Tornado Takes Toll of Elevators.

A severe tornado swept thru parts of Nebraska, South Dakota and Iowa in Sioux City territory on Sept. 13, wrecking countless farm properties and taking heavy toll in several villages. Towns in the path of the storm were Davis and Yankton, S. D., Dakota City, Winnebago, Homer, Fordyce and Walthill, Nebr. Eight persons were killed and scores injured. Tales of heroism followed the storm. Hospitals thruout the vicinity were crowded to take care of the injured. Relief workers were rushed to the stricken areas and National Guardsmen and American Legion members were called out to guard the wrecked properties.

At Davis, S. D., almost the entire business district of the town was demolished. The only buildings of any size left standing are two churches, two grain elevators and a school house, located some distance from the downtown section.

At Fordyce, Neb., the J. J. Mullaney elevator was leveled and will have to be entirely rebuilt. The town had two elevators, the second one being owned by John F. Westrand Co., reopened a year ago.

At Dakota City, Neb., Raymond Ream, mgr. Farmers Grain & Supply Co., was in the station of the Northwestern railroad several rods away, conversing with the station agent when the storm broke. The station was blown down, injuring both of them. The Farmers Grain & Supply Co. was the only elevator at this point.

Work of reconstruction in the devastated area has begun. But crops are ruined and it will be considerable time before the community can recover. Meanwhile various organizations are at work on the problem.

Where Fires Start.

Almost any part of the elevator building may be the starting point of a fire if the conditions at that point are favorable.

A sleigh box under the platform at the brick elevator of Leon Blankfield, Kingston, N. Y., was made into a bed for the night by tramps and the fire originated at that point. Fortunately the loss on the \$100,000 plant was kept down to \$200.

Locomotive sparks set fire to grass and it spread to the brick warehouse of Barkemeyer Grain & Seed Co., Great Falls, Mont., being extinguished before much damage was done.

Heat from a boiler house wall caused spontaneous combustion in an accumulation of dirt in a concealed space, under cleaning house bins of the mill at Morristown, Tenn. The flames were discovered 18 hours after the mill had been closed, and were extinguished with small loss.

A slipping friction clutch in the cupola of the elevator of the Grass Valley Elevator Co., Grass Valley, Ore., started a fire that was going good when discovered. A dozen or more volunteers ascended into the head house and attacked the flames with chemicals, soda and acid and 2-inch hose from city hydrant, as well as buckets, and put out the fire after it had badly damaged the head house.

Bearings of an electric motor working in excessive dust started a fire Aug. 18 in the elevator of the Farmers Co-operative Elevator Co., at Beatrice, Neb. A slight growl was noticed, following which the motor starter kicked out. Manager Jark went into the cupola and found the motor ablaze on the pulley side. The fire was put out with water, with difficulty.

Incendiarism is suspected in two recent fires where others than those owning the elevators expected to benefit by their destruction. Such attempts can only be prevented by watchman service and exclusion of all intruders after nightfall.

Kansas City, Mo.—A meeting of the executive com'te of the American Ass'n of Cereal Chemists held recently, designated Kansas City as the place for the 1929 convention and May 8 as the date.

Have Transformers a Safe Distance Away.

The high tension current coming into a plant carries its hazard as far as the transformer converting into lower voltages.

Fires sometimes start in transformers, especially in the oil-cooled types, as was the case in a mill at New Bedford, Mass., where several days of damp weather had affected the insulation at the terminals.

Proth and oil were seen issuing from under the cover of one of the three transformers in the yard, and immediately the oil burst into flame, which enveloped the other two transformers, the oil in which boiled over and took fire. The intense heat ignited the picket fence inclosure. The fire was kept from spreading by the use of foam.

FIRE



can quickly consume your buginess, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

Carbondale Fire Protection Co.
Carbondale, Penn.

Grain Carriers

The Yukon Mill & Grain Co. asks reparation of \$405 on wheat and flour shipped from Yukon and Banner, Okla., to Galveston and Houston, Tex.

Fort Churchill, Man.—Good progress is being made in getting in materials, supplies and equipment required in connection with harbor construction here.

Buffalo, N. Y.—Wheat shipments over the barge canal this year approached record proportions, showing more than a 50% increase over the records of 1927.

One hundred and eight new elevators were built at country points on the Canadian National railways this year. These provide an additional storage capacity in the Prairie Provinces of 3,566,000 bushels.

Grain and grain products were loaded into 57,872 cars during the week ended Saturday, Sept. 8. This was an increase of 219 cars over the same week in 1927 and 16,274 above the corresponding week in 1926.

Pittsford, N. Y.—An accident on Sept. 1 sunk the canal barge "Hedger" while she was on her way east with a cargo of 26,000 bus. of wheat. The boat is thought to have struck an abutment at a turn in the canal.

Kansas City, Mo.—A conference of railroad representatives and shippers will be held here Oct. 4, to discuss the Kansas City rate rule to points in Missouri from points in Kansas, also the new proposed group plan of rates from Arkansas to points in Missouri.

Buffalo, N. Y.—The cargo of the barge "Lizzie Harvey," which sank at Pittsford, composed almost entirely of grain, was brought here in lighters for drying. The entire cargo was wet and considerable loss was suffered.

Buffalo, N. Y.—G. N. Harriman, manager of the Great Lakes Division of the American Shipping Bureau, announces all freighters entering the Great Lakes grain trade must be inspected and classified as grain carriers before Oct. 1. A series of losses on the upper lakes in last year's stormy season caused the American grain underwriters to effect this ruling.

The "Seatrain," a new type of car-ferry, 427 ft. long and 62 ft. in beam, is about to be launched at Newcastle-on-Tyne, Eng., where it has been constructed for the Overseas Railways, Inc. It is capable of carrying 95 loaded cars, which are lifted into the hold by a huge crane. The ship will be operated by the Mississippi Shipping Co., which will establish weekly sailing between New Orleans and Havana.

Minneapolis, Minn.—The first tow of 45,000 bushels of grain for down-river shipment from Minneapolis at the Archer-Daniels-Midland terminal at the Inland Waterways Corporation docks was loaded Sept. 4. At New Orleans it was transhipped to an ocean liner for export to Liverpool. Approximately 12,000 tons of Northwest grain will be handled thru the Minneapolis terminal during September.

An all-rail rate on grain shipments from Port Arthur and Fort William, via the National Transcontinental Railway to St. John and Halifax has been requested of the Canadian Board of Railway Commissioners by the Maritime Freight Rates Com'te and the Halifax Harbor Commission. A rate of 19.34c per 100 lbs. is asked and if granted will promote grain shipping thru maritime ports, and is considered necessary to cause full use of the National Transcontinental Railway, which provides a route from Halifax to St. John.

Beaumont, Tex.—Mayor E. W. Gross is advocating improved wharf and dock conditions at this port which will cost about \$2,000,000 because a new railroad promises greatly increased tonnage.

Bellevue, Ia.—A new grain elevator has been put in the local yards of the C. M. & St. P. R. R. for transferring grain on the main line to the narrow gauge branch. It handles a carload in an hour.

Portland, Ore.—Portland officials show little interest in the plan of W. W. Harrah, a leading wheat producer of Umatilla county, to establish a barge line down the Columbia River. Mr. Harrah declares a million bushels of grain could be brought in from Umatilla county, in addition to another million available in the Arlington district. Shippers are said to be much interested due to high freight rates by rail from the interior to the coast.

St. Louis, Mo.—Traffic difficulties beset transportation of grain over the barge line. Shipment of grain from Minneapolis has been held up at this point for lack of storage facilities pending transshipment to New Orleans for export. Wheat from west of the Mississippi is flowing into river terminals and the demand for space on barges at St. Louis, particularly for elevator space, brought on a jam which required the personal attention of Gen. Ashburn.

Memphis, Tenn.—John B. Edgar of Happy Feed Mills and chairman of the Memphis River & Rail Terminal, has been hard at work pushing a proposal to erect a \$1,500,000 municipal grain elevator to operate in connection with grain shipments via government barge lines. Recently he returned from Washington where he had a conference with the chairman of the Inland Waters Corp. regarding the tonnage that will move down the Mississippi by barge this fall and winter.

Chicago, Ill.—Federal mediators have failed to adjust the wage differences between the 55 western railroads and their 70,000 trainmen and conductors after a week of effort. Trainmen and conductors demand increases of from 10 to 15%. Western carriers are willing to concede 7½% to meet the increase already granted by eastern and southern roads. A deadlock is reached on the working rule issue and it may be necessary for President Coolidge to appoint a fact finding commission which would delay further action for at least two months.

Kansas City, Mo.—Kansas City interests are vigorously protesting cancellation of the transit privilege in the rate on wheat moved from certain Kansas points into Kansas City for storage in transit. The ruling adds 4 to 6 cents a bushel on export wheat moved thru Galveston, Houston, Port Arthur and New Orleans. Under the old arrangement wheat moving from points west could be stopped and held in store at Kansas City until export demand developed, then shipped down to the gulf for export at the same rate as tho it moved thru from point of origin.

Montreal, Que.—The Dominion Marine Ass'n has filed protest with the Dominion Government against the Aug. 30th council order-permitting Norwegian vessels to load grain for winter storage at any Canadian port before the close of navigation and subsequent thereto, for discharge at a Canadian or United States port the following spring. It was stated the Norwegian ships pay nothing in taxes and further that they work serious harm by paying a low wage scale. The Norwegian vessels are all small carriers, not averaging more than 50,000 bus. each and the entire fleet, it is said, would not hold as much grain as one of the huge lake freighters.

Minneapolis, Minn.—Efforts at compromise between Northwest railroads and the Mississippi Barge Line in regard to switching charges at Minneapolis and St. Paul have failed to date. The railroads refuse to compromise or to recognize the barge line as offering a "road haul" service.

Cincinnati Opposes Raise in Rates on Hay.

A petition begging suspension of certain portions of Supplement 20 to Jones Freight Tariff No. 450, I. C. C. No. 1984 (B. T. Jones, Agt.) and I. C. C. No. 1150 (F. L. Speiden, Agt.) because it raises certain rates on hay and straw from Indiana, Michigan and Ohio Stations to destinations in North and South Carolina, Tennessee and Virginia, applying on interstate traffic, has been presented by the Cincinnati Board of Trade to the Interstate Commerce Commission. It is claimed the rates referred to are unreasonable in that they exceed the Southern Classification 9th class rating, which was decided by the Commission to be reasonable and proper in I. & S. Docket 3048. Publication of the raise is therefore in violation of the Commission's decision. The petition further declares:

THAT the proposed minimum rates have been filed for the purpose of avoiding 4th section violations on traffic moving from CFA territory to the states above mentioned thru Virginia cities and it is unnecessary to maintain any higher rates than the scale authorized by the Commission in Docket 13494 in connection with the classification prescribed in I. & S. 3048 on traffic which does not pass thru such gateways.

I. C. C. Activities.

No. 20832, John Wickenhiser & Co. v. C., I. & I. alleging misrouting of 2 cars of corn from Chalmers, Ind., to Abbot's Run, R. I., and Waterville, Me., in December, 1926, has been recommended for dismissal by Examiner Binkley.

Complaint has been filed by Chamber of Commerce of East St. Louis, Ill., against Santa Fe et al. in docket 21215, charging rates, charges and practices in violation of sections 1, 3 and 13 of the Act on feed, grain and grain products, moving I. c. I. from East St. Louis to points in Missouri, as compared with rates from St. Louis.

In I. & S. 3083 the Commission found not justified increased rates on grain and products from St. Louis, Mo., to Southern Ry. stations in Tennessee. The rate increase by increasing the reshipping proportional would have had the effect of discontinuing the use of the short route, leaving in effect the present rates over the more circuitous routes. The Memphis Merchants Exchange had protested.

Supplement 10 to Boyd's I. C. C. A-1750 has been suspended from Aug. 15 to Mar. 15 in I. & S. 3150. Suspended schedules propose cancellation of transit rules applicable at Chicago, Peoria or Pekin stop-over points, which would result in application of higher rates on grain products or grain by-products milled at these points from grain originating in Illinois and at west bank Mississippi River points.

Mixed carload rates on wheat flour, cornmeal, and bran from Turpin, Okla., to Mountair, N. M., were found inapplicable in I. C. C. 20072, Light Grain & Milling Co. vs. S. F. et al. Applicable rate was and is 51 cents, but this was found to be unreasonable to the extent it exceeded or might exceed 49 cents on wheat flour, and 44 cents on cornmeal and bran. Reparation awarded.

In 17159 the Commission has issued orders effective not later than Oct. 25 requiring the Rock Island to modify its transit rules on grain and products so as to make them inapplicable on grain originating in southern Kansas moving thru Kansas City for export thru Gulf ports, and to cancel the varying proportionals from southern Kansas points. The petition of the Kansas City Board of Trade for modification of the findings was denied.

Glasgow, Scotland.—R. L. Pritchard is conducting experiments with two tons of flax straw from Saskatchewan, with the idea of establishing a factory in that province.

Com'ite Discusses Car Loading and Trading Units.

The grain and grain products com'ite of the Pacific Northwest Advisory Board held a meeting in the Davenport Hotel, Spokane, Wash., on Sept. 20, seeking a plan for more acceptable grain trading units and maximum loading of cars. Underloading of cars is due to individual shippers and not railway and warehouse agents, agreed both grain buyers and transportation representatives.

H. G. Taylor of the car service division of the American Railway Ass'n urged more specific study of grain trading units as affecting car loadings, that the com'ite might discuss the problem more comprehensively, and visioned an intensive campaign for cooperation between buyers, carriers and shippers.

F. R. Hanlon, of Seattle, presided.

Niagara Falls, Ont.—A new building has been opened by the Canadian plant of the Shredded Wheat Co. which unit doubles the capacity of the plant.

HESS PNEUMATIC GRAIN DRIERS

Used everywhere—

NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

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CHICAGO

Hess Drier Company of Canada, Ltd.

Theodore Kipp, Mgr.

68 Higgins Ave.

Winnipeg, Manitoba

Supreme Court Decisions

Accounting Between Grain Broker and Customer.—Suit for accounting between a grain broker and customer, involving complicated and confusing account, covering about 400 separate transactions, and involving transactions in fractional cents, with complicated interest computations, held within equity jurisdiction, as presenting a situation where it might be entirely impossible for jury to more than guess at result, or select out one witness and blindly follow his calculations. Even where an auditor is appointed to assist a jury in an action at law, the responsibility is still on the jury, who are not equipped to handle complicated accounts. Our jurisprudence is not so rigid as to thrust such a gamble on business men.—*Goffe & Carkener, Inc. v. Lyons Milling Co.* U. S. District Court, Kansas. 26 Fed. (2d) 801.

Liability of Initial Carrier.—Prior to the amendment of July 3, 1926, to the federal Transportation Act (49 USCA 20 11), that statute did not impose upon the initial carrier liability for loss, damage, or injury to interstate shipments after they are reconsigned and are in transit to points beyond the destination stated in the B/L issued by the initial carrier, where the B/L does not provide for reconsignment, and there is no fault of the initial carrier that proximately contributed to the injury sustained. The amendment of July 3, 1926, to the federal statute provides that the liability imposed upon the initial carrier of interstate shipments "shall also apply in the case of property reconsigned or diverted in accordance with the applicable tariffs filed as in this Act provided."—*Gentile Bros. v. Atlantic Coast Line.* Supreme Court of Florida. 117 South. 890.

Clean B/L.—Where sales contract required goods to be shipped during June, July, or August, where seller on August 30 obtained "on board," though shipment was not expected to arrive for cargo until September 2, and where goods were destroyed or stolen in carrier's warehouse before shipment, held, carrier was estopped to deny that it had received the shipment on board, when asked by buyer for loss resulting from acceptance of draft in reliance on B/L. When a carrier has given a clean B/L, stating that cargo has been received in good order, though it was at the time manifestly damaged, the courts will hold that it is estopped to deny the truth of the assertion against purchaser of the B/L misled by the representation.—*Olivier Straw Goods Corp. v. Osaka Shosen Kaisha.* U. S. Court of Appeals. 27 Fed. (2d) 129.

Landlord's Lien.—In action by landlord against one who had purchased from his tenant crop on which landlord had lien by virtue of Code 1923, §8806, whether purchaser had such knowledge of facts as would have put an ordinarily prudent man on inquiry and which if followed up would have disclosed landlord's lien, so as to preclude purchaser being a bona fide purchaser, held, for jury. The Uniform Law for Warehouse Receipts, Code 1923, §§ 10506, 10509, 10549, 10550, has not changed the law so as to protect one purchasing property on which another has a lien from recovery by the lienholder, if the purchaser had had knowledge of such facts as would have put an ordinarily prudent man on inquiry, leading him to investigate as to possible lien. To make buyer's notice of landlord's lien, under Code 1923, §8806, on cotton raised by tenant such notice as to preclude buyer's obtaining rights superior to landlord's, it need only be shown buyer knew of landlord and tenant relationship and that the cotton was raised on rented land.—*City Nat. Bank of Decatur v.*

Nelson. Supreme Court of Alabama. 117 South. 681.

No Lower or Released Valuation without Lower Rate.—Common carrier, filing its schedule or tariffs fixing charges corresponding to specified maximum of liability, may not claim declared or released value to be less than such sum, without establishing separate and lower rate to correspond.—*Aronstein v. New York Cent. R. Co.* Municipal Court of City of New York. 230 N. Y. Supp. 300.

Shipper's Liability for Freight and Demurrage.—If shipper delivers B/L to another, and thereby transfers title to goods, he is not relieved from contractual obligations evidenced by B/L, nor does carrier's delivery of goods to consignee necessarily have that effect. Obligation of shipper under terms of B/L to pay freight, demurrage, or other charges after delivery of goods to consignee is purely contractual, and in each case depends on construction of B/L.—*United States v. U. S. Steel Products Co.* U. S. District Court, New York. 27 Fed. (2d) 547.

Bank Liable on Loan to Grain Company.

The state banking department had been for some time insisting that the indebtedness of the Richland Grain Co., and its partners, Jas. R. Barr, Minnie Barr and Samuel Gant, on two notes and other items aggregating \$10,000 be reduced by the Earl Park State Bank, Earl Park, Ind. The grain company was insolvent on Aug. 7, 1923, altho it was not generally known, and it made an assignment for the benefit of its creditors in April, 1924.

Walter G. Lowmon had on deposit with the bank \$6,000 or more subject to check and he consented that the bank loan \$6,000 to the grain company for 6 months at 7 per cent interest. Jas. E. Childress, cashier of the bank, is said to have represented to Lowmon, a farmer, that the grain company was good and had \$100,000 worth of property in the clear. Childress had the grain company execute a note for \$6,000, kept the note in the bank, applied the \$6,000 on the grain company's indebtedness to the bank.

In sustaining the judgment for \$6,571.88 in favor of Lowmon the Appellate Court of Indiana on Mar. 29, 1928, said, referring to the instructions of the lower court:

The court also told the jury that appellants claimed appellee applied to them to find him a borrower for his \$6,000, and that they named certain prospective borrowers, among whom was the grain company, and that appellee selected that company and requested appellants to loan it his money, and that the loan was made at his request, a note being taken payable to appellee and signed by the grain company.

As bearing on this theory of appellants, the court further instructed the jury in substance that, if the claim of appellants as outlined was established by the evidence, if the jury also found appellant bank was the banker of appellee and Childress was its cashier, and that appellee consulted the cashier as to making loans, had confidence in him, and relied upon him to give him honest and disinterested advice looking to his best interest, it was the duty of appellants to act in good faith and to give him disinterested and honest advice; that if they did not act in good faith in giving him advice, but concealed the fact that the grain company was largely in debt to the bank; and that in recommending and negotiating the loan to the bank they acted in bad faith in suppressing the truth in the interest of the bank so far as to procure such money to pay the debt of the grain company to the bank, taking appellee's money when the grain company was insolvent, appellee would be entitled to recover for any loss sustained.—161 N. E. 675.

Supply Trade

Akron, O.—The Falk Corp. announces the appointment of B. W. Rogers, 225 Central Savings & Trust Bldg., as its representative for this city and environs. Mr. Rogers had previously been connected with the B. F. Goodrich Co. and with the Allis-Chalmers Mfg. Co. He will handle Falk herringbone gears, speed reducers and flexible couplings.

Moline, Ill.—August 25 we moved into our new home at 301-317 20th St.—a modern plant. These new quarters make it possible to consolidate all divisions as one unit. This expansion was necessary to keep pace with the rapid growth of our business. Our new home represents the third expansion of the corporation in the past five years.—K. I. Willis Corp.

Chicago, Ill.—Manganese steel has many advantages and is adaptable to many applications. In a pocket size brochure entitled "The Manganese Steel" data substantiating these facts are given. This brochure gives to buyers of alloy steel parts a short, interesting summary for quick interpretation, and a complete knowledge of manganese steel. Journal readers can obtain a copy of this brochure by writing the American Manganese Steel Co.

Recent sales of Bender Electric Truck Dumps include the following: Atlantic Mill & Elev. Co., Atlantic, Ia.; C. F. Dunham, Atlantic, Ia.; Aug. Hager, Avoca, Ia.; Black Bros. Flour Mills, Beatrice, Nebr.; Seldomridge Grain Co., Bladen, Nebr.; Hebron Grain Co., Deshler, Nebr.; Black Bros. Flour Mills, DeWitt, Nebr.; Darlow Grain & Sup. Co., East Lake, Colo.; Thomas Grain Co., Franklin, Nebr.; Van Cleave Grain Co., Funk, Nebr.; Moseman Lbr. Co., Hartington, Nebr.; Farmers Union Co-op. Co., Helvey, Nebr.; Herkimer Co-op. Bus. Ass'n, Herkimer, Kans.; J. H. Campbell, Hollis, Kans.; Scott Grain Co., Mead, Nebr.; Nora Grain & Lbr. Co., Nora, Nebr.; A. L. Burroughs, Rockford, Nebr.; Ruskin Grain & Coal Co., Ruskin, Nebr.; Big Blue Farmers Elev. Ass'n, Shestak, Nebr.; Superior Mfg. Co., Superior, Nebr.; Crittenden Grain Co., Tobias, Nebr.; Vining Grain Co., Vining, Kans.; Farmers Co-op. Co., Wahoo, Nebr.; Farmers Supply Co., Walnut, Ia.; Wash. Co. Farmers Union Elev., Washington, Kans.; Waterville Gr. & Lbr. Sup. Co., Waterville, Kans.; Farmers Union Co-op. Co., Iowa, Nebr.; Jackson Co. Grange Co-op. Ass'n, Circleville, Kans.; The White Elevator, Seneca, Kans.; Crittenden Grain Co., Anselmo, Nebr.

Several hundred bushels of wheat, grown more than seventy years ago, were discovered by workmen excavating for the new Merchandise Mart in Chicago. The location was the site of an elevator about 1854, owned by Munger & Armour. "The Munger & Armour elevator and warehouse," according to the Chicago Historical Society, was built at a cost of \$65,000, and was situated to receive grain by water and by rail as well as teams. It shipped as much as 65,000 bushels a day on lake vessels.—P. J. P.

Books Received

PATENTS, Law and Practice, by Oscar A. Geier, is now in its fourth edition and contains a wealth of detailed and authoritative information of great value to manufacturers and inventors on applications, infringements, disclaimers, interferences, procedure in Patent Office, re-issues, schedules of charges, shop rights, trade-marks and copyright, as well as regulations of foreign patent offices. Sent gratis to readers of the Grain Dealers Journal by the publishers, Richards & Geier, patent and trademark attorneys, 274 Madison Ave., New York.

Grain Claims Bureau, Inc.

Box 687, Station A. Champaign, Ill.

Freight claim savings of \$100.00 or more per year, are worth making. Audits are made on a percentage basis; no other costs whatever. If examination of your shipping records is permitted, it will save you money.

W. S. Braudt
Aud. and Treas.
Champaign, Ill.

Harry J. Berman
General Counsel
Chicago, Ill.

Gluten Meal as a Source of Protein.

Development of feeding balanced rations has led to careful analysis of feed ingredients and component parts of those ingredients from the standpoint of effects and costs. One of the concrete ingredients which has pushed boldly to the front in the course of a comparatively short period because of its proven ability on both counts is corn gluten meal.

Corn gluten meal is a product resulting from the manufacture of corn syrup and corn starch. The soaked corn is coarsely ground or torn apart and the first step is the removal of the corn germ and corn bran by filtration and screening. The remaining liquid containing the starch and gluten is passed over a series of long shallow troughs slightly inclined, where the starch settles out and the gluten flows off, later to be dried and uniformly ground into corn gluten meal.

In analysis corn gluten meal has been found very high in vegetable protein, averaging over 40%. Manufacturers guarantee that percentage. In their analysis as printed on the containers the normal declaration is Protein, 40%; nitrogen Free Extracts (carbohydrates), 44%; Fat (minimum), 1%; Fibre (maximum), 4%. This shows a high protein content.

Proteins from various sources have varying effects on consuming animals, as has been proven countless times in the many experiments conducted by State Experiment Stations. This is true of both animal and vegetable proteins and considerable variation within each class is noted.

Corn gluten meal has natural balance in its lysine, cystine and tryfalpane elements, containing approximately the same quantity of each. As a consequence it has no unsatisfactory effect on the consuming animal regardless of how heavily it is fed. This makes it easily handled from the feeders' standpoint. Digestibility is rated at 85%.

Protein from all available sources has been one of the feeding factors to which constant study and experiments have been devoted. Experiments conducted at Purdue in 1927 with eight pens of Leghorns and Plymouth Rocks showed corn gluten feed and minerals added to a basal mash of equal parts of bran and flour middlings far outstripped tankage in fertility and hatching results of eggs produced.

Some evidence of the value of corn gluten meal in a dairy ration is offered in the record of Yankton Colantha Korndyke Ormsby, one of the record Holstein dairy cows owned by the Yankton State Hospital. At the age of 4 years 3½ months she completed a 365 day test that broke the world's record on milk production for cows of her age. Milk production was 31,621.6 lbs., and butter production, 1,241.8 lbs. The ration was composed of 300 lbs. corn gluten meal, 300 lbs. ground corn, 400 lbs. ground oats, 200 lbs. bran, 200 lbs. beet pulp, 200 lbs. cow chow, and 400 lbs. linseed meal. With this supplement was fed all the alfalfa hay and corn silage she would eat.

In making a record of 1,245.21 lbs. of butterfat, Illini Dulcina DeKol at the University of Illinois was fed a supplement composed of 1 part corn gluten meal, 1 part ground corn, 2 parts linseed meal, 2 parts ground oats and 3 parts bran.

An experiment with feeding white-faced Wyoming lambs at the University of Nebraska station showed excellent results with corn gluten meal. The experiment was conducted from October 17, 1927, to Jan. 5, 1928, with 8 lots. In Sheep Circular No. 322, A. D. Weber reports:

"The objects of the experiment were: (1) to ascertain the advisability of adding a protein supplement to a shelled corn and alfalfa hay ration and (2) to compare linseed meal, cottonseed meal and corn gluten meal when fed alone and in various combinations with shelled corn and alfalfa hay."

Rations: Lot 1 was fed shelled corn and alfalfa hay, the basal ration. Lot 2 had linseed

meal added. Lot 3 had cottonseed meal added. Lot 4 had corn gluten meal added. In Lot 5 a mixture of equal parts of linseed meal and cottonseed meal was added to the shelled corn and alfalfa hay. Lot 6 had a mixture of linseed meal and corn gluten meal in equal parts. Lot 7 had a mixture of cottonseed meal and corn gluten meal and Lot 8 had a mixture of all three in equal parts.

Space will not permit tabulation of the experiment in detail. It is notable, however, that a summary from the published report showed 45 lbs. of linseed meal saved 51 lbs. of corn and 81 lbs. of alfalfa hay per 100 lbs. of gain, with a decreased cost of 12 cents and an increased selling price of 45 cents compared with a ration of straight shelled corn and alfalfa hay. Cottonseed meal showed up better with 44 lbs., saving 66 lbs. of corn and 103 lbs. of alfalfa hay per 100 lbs. of gain with a decreased cost of 41 cents and an increased selling price of 30 cents. Corn gluten meal topped the list with 42.8 lbs., saving 73 lbs. of corn and 150 lbs. of alfalfa hay, decreasing the costs 97 cents and increasing the selling price 55 cents per 100 lbs. of gain. A comparison of the costs showed linseed meal and cottonseed meal about equal, since \$138 per ton could have been paid for either of these concentrates to accomplish the same results as with the basal ration. Corn gluten meal rated higher, since \$204 per ton could have been paid for this concentrate to accomplish the same results.

The results of these experiments would indicate that corn gluten meal can be profitably used as a highly satisfactory form of concentrate protein for mixing with home grown grains ground at the elevator. Local grinding and mixing plants can not afford to overlook the possibilities for profit in having a supply of such concentrate protein supplements on hand for raising the protein content of feeding supplements prepared for their trade.

Care of Pullets During Hot Weather.

By E. P. McNICOL, SEC'Y SOUTHERN MIXED FEED MFRS. ASS'N.

As a general rule most pullets on range will need some sort of feeding practice that will enable them to put on additional weight. It is desirable to feed such pullets a greater quantity of scratch feed. Generally speaking, 100 pullets should be fed at the rate of approximately 15 lbs. of scratch feed and 5 lbs. of growing mash.

If the pullets do not consume all the grain placed before them some other method should be used in getting them to consume more of a fattening ration. A good plan is to add 25 lbs. of a good commercial fattening feed to each 100 lbs. of growing mash. Keep this mash before the birds constantly and give them all of the scratch feed they will consume.

The addition of the fattening feed will help in putting on extra flesh on the pullets. It is essential that the pullets are in good condition when they come into lay, so that they will go thru the heavy season of production in the Spring in good condition. This they will not do if in poor condition when they start to lay.

It is wiser to sacrifice a few eggs at the start than to let the birds break down in the Spring because of poor condition. An undersized pullet will lay small eggs for a longer period of time than a well-developed, well-matured and up-to weight pullet. A well-developed pullet will only lay a very few small eggs which are classed as "pullet eggs." The balance of the eggs will weigh 23 ounces to the dozen or better.

The molt that is referred to as the "pullet molt" is the one that takes place after the pullets have been allowed to lay two or three weeks on the range and then put in their laying quarters. This sudden change of environment under such conditions will in most cases cause a pullet molt. The plan should be to

house the pullet before any of the flock has started to lay, thereby eliminating the possibility of a pullet molt from this cause.

Under no condition should pullets be transferred from the range into their laying quarters suddenly. The change should be made gradually. A quick transfer into the laying quarters may throw pullets into a molt even though they have not produced an egg.

Remember this: It is desirable to keep the pullets from going into a molt if possible as it takes several weeks before they come into lay again.

J. P. PARKS MILL FEEDS

Dried Buttermilk—Linseed & Cottonseed Meal
Brokerage Exclusively
400 New England Bldg. Kansas City, Mo.
327 So. La Salle St., Chicago, Ill.

STANDARD COMMISSION CO. BROKERS

Grain, Mill Feed, Mixed Feed Ingredients
EXCHANGE BUILDING MEMPHIS

WET MILLERS

I want to buy wet grain residues.
What have you?
E. O. WHITE, DANA, IND.

FAIRMONT'S

Pure Flake Buttermilk

9 Large Plants
Excellent Service

THE FAIRMONT CREAMERY CO. U.S.A.
OMAHA, NEBRASKA

BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.



"COMBINATION" MILLS
Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

The N. P. BowsHER Co., South Bend, Ind.

Feedstuffs

Washington, D. C.—The Ass'n of Feed Control Officials will meet here Nov. 1-2.

Spencer, Ind.—A chain feed store has been opened here by the Kirk Feed Co., of Indianapolis.

Richland Center, Wis.—Keegan Bros., feed dealers here, are installing a 6-ton batch mixer.

Jennings, La.—The Miller Warehouse & Milling Co. has completed its new facilities for manufacturing live stock feeds.

Fort Worth, Tex.—A new feed plant has been built here by the East Texas Cotton Oil Co. Mr. Fix is sales manager in charge.

Ithaca, N. Y.—The G. L. F. in 1925-6 sold 115,000, in 1926-7, 175,000; and in 1927-8, 320,000 tons of feed.

North Manchester, Ind.—Operation of the Bashore Feed Mill was recently begun with Chester Bashore and John Bishop in charge.

Portland, Ore.—Frank Ford has opened a grain and feed brokerage business here. He was formerly connected with the T. A. Riggs Grain Co.

Collins, N. Y.—The branch feed mill of James H. Gray was visited by yeggs recently, who blew open the same and departed with \$100 in cash.

Denver, Colo.—The Ralston-Purina Co. has acquired a site here for the erection of a new \$500,000 feed manufacturing plant, with capacity for 50 carloads a day.

Albion, Ind.—John Bherns & Son have installed a hammer mill and are now doing feed grinding for local trade and manufacturing feed on their own account.

Little River, Fla.—The Consumers Feed Corp. has been incorporated here to manufacture and sell poultry and livestock feeds. L. H. Jones is its pres.

Veedersburg, Ind.—The Veedersburg Roller Mills have been sold to Percy Bish, who plans to continue feed and flour milling operations. He will concentrate on feeds.

Oklahoma City, Okla.—George G. Pinkerton was injured in an automobile collision in Missouri and was in the hospital, according to last reports. He is secretary-treasurer of the Bar-Dew Grain Products Co.

Buffalo, N. Y.—Spencer Kellogg & Sons, Inc., now operate plants of the American Linseed Co. here and at Chicago and St. Paul, also the tank station at Richmond, Va.

Buffalo, N. Y.—The McMillen Co. of Ft. Wayne, Ind., has been granted a permit for a concrete feed mill and grain elevator to be erected here. The building will be 90x240 by 127 ft. high and the cost about \$125,000.

HIAWATHA GRAIN CO.

MINNEAPOLIS, MINN.
Grain, Screenings, Mill Oats
GROUND FEEDS

Straight Cars Mixed Cars
Operating HIAWATHA MILL

Franklinville, N. Y.—Glenn Bill and Wesley Bush, operators of a general milling and feed business here, have incorporated under the name of Bill & Bush, Inc., with capitalization of \$30,000.

Vinita, Okla.—The Vinita Soya Bean Mills, owned by John Davidson of the Davidson Mill & Elevator Co., and R. L. Laughlin, of Springfield, Mo., began operations the first of this month.

Delhi, N. Y.—C. E. Kiff, Inc., has added a large concrete molasses storage tank to his equipment to facilitate the manufacture of molasses feeds. Mr. Kiff recently incorporated here as reported in the last number of the Journal.

Kansas City, Mo.—A storage warehouse for 200 cars of hay is being added to the facilities of the Purina Mills here, principally for storage of alfalfa hay which will be manufactured into meal.

Toronto, Ont.—J. L. Grant has left the flour and feed brokerage firm of Vannatter & Co., to go into business on his own account. Cecil Popham, formerly connected with Chaplin Bros., has joined the staff.

Alpine, Tex.—A new feed and fuel business with capital stock of \$30,000 has been incorporated here by J. W. Howell and J. A. Coon as principal stockholders. Leo T. Howell will manage the feed department.

Kokomo, Ind.—W. E. Hayes, well known wholesale flour and feed dealer of this city, died on Sept. 6 after a lingering illness that extended over a year. His many friends share the sorrow of the bereaved.

Springfield, Ill.—R. L. Hall, formerly at the head of the sales and advertising department of Collis Products Co. at Clinton, Ia., is now general sales manager with Wiedlocher & Sons, Inc., feed manufacturers here.

Memphis, Tenn.—A new company to be known as the Champion Feed Mills has just been organized here with a capital of \$25,000. A plant is to be installed at once for the manufacture of mixed feeds. R. T. Kavanaugh will be the manager. The in-

corporators are W. O. & B. A. Crump, Ed Ward, J. T. Watson and A. G. Kimbrough, Jr.

Shakopee, Minn.—The Haertel Co. of Minneapolis recently bought the local flour mill and will convert it into a feed mill. The flour machinery has been torn out and feed grinding equipment is now being installed. The company will continue to handle flour only as jobbers.

Tacoma, Wash.—Albers Bros. Milling Co. has contracted for improvements to its Tacoma plant costing approximately \$30,000, to increase the capacity 30% and permit greater production of cereals, stock and poultry feeds. Additional loading and unloading facilities are included.

Castile, N. Y.—Miles A. Hopkins, mgr. of the flour and feed mills here, died at the home of his daughter following lingering illness that extended over 6 months. He was 84 years old and had been actively engaged in the mills from the age of 18 until ill health forced him to retire.

Hopkinsville, Ky.—A. D. and H. L. Kirkpatrick, J. H. Scarborough and Bernard Edwards took over the Cates Flour Mill here on Sept. 10. The property has capacity for 100 bbls. of flour, and 50 tons of feed. The new owners plan to install additional new machinery to make it a modern plant. Bernard Edwards has taken charge as general mgr.

CALCIUM CARBONATE

Bone Meal, Bone Black Charcoal, Oxide of Iron, Sulphur, Glauber Salts, Epsom Salts, Pott. Iodide and the other Mineral and Remedy Materials, as well as Liquid and Dry Dip. Straight, Pool Cars or L. C. L. Shipments.

ROY A. SCOFIELD CO.
Council Bluffs, Iowa

CHICK - FEEDS

Starting and Growing Mashers
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Oak Harbor, Ohio

SHIPPERS OF

RED DURUM

Sulphured and Natural Oats
Barley Buckwheat and other
grains for poultry feed

ARCHER-DANIELS-MIDLAND CO.

Grain Department
MINNEAPOLIS, MINN.
Elevator Capacity, 2,500,000 Bushels

"Feeds and Feeding"

ILLUSTRATED
19th Edition

By W. A. Henry and F. B. Morrison.

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f. o. b. Chicago.

Grain Dealers Journal
309 S. La Salle St., Chicago, Ill.

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BURLAP BAGS COTTON

NEW or SECOND-HAND NEW ORLEANS

MENTE & CO. INC. BAGS

I. T. RHEA
Pres.

SAVANNAH
DALLAS

Pine Bluff, Ark.—Whyte Feed Mills is remodeling and enlarging their present plant to manufacture 200 tons mixed feed per day. Construction is wood, concrete and steel with a composition roof. Most of the machinery is being supplied by S. Höwes Co. and B. F. Gump & Co., and include equipment for elevating, cleaning, grinding, weighing, etc.—P. J. P.

Dallas, Tex.—The plants of the Magnolia Seed Co. and the Sherman Seed Co. have been consolidated and the merger is known as the Sherman-Magnolia Seed Co. The properties have a total storage capacity for 30,000 bus. New cleaning, grinding, and mixing equipment has been installed. The properties of the Dallas Poultry Supply Co. have been purchased and merged into the new business.

Atchison, Kan.—A severe electrical storm on Sept. 12 put the plants of the Blair Milling Co. and the Pillsbury Flour Mill out of commission, when a bolt of lightning hit the main transmission line to these two plants. The main motors were set on fire, but little further damage was done, tho both plants were forced to suspend operations for two days while the motors were being repaired.

The Linseed Meal Educational Com'te has an exhibit following a number of state fairs about the country, promoting better farm management, and more scientific feeding of livestock. Farmers attending fairs where the exhibit has been shown manifest great interest in the Com'te's information and data on feeding, particularly the "trio" ration for hogs, consisting of one-fourth tankage, one-fourth linseed meal and one-fourth alfalfa meal to be self fed with corn. This is self-balancing and speeds up gains sending fall pigs to market from a month to six weeks early.

Minneapolis, Minn.—We have added facilities to our plant and now manufacture

and handle a complete line of dairy and poultry feed. An oat product unit has just been installed to manufacture oat groats, fine ground oat groats and rolled oats for feeding purposes. A second story has been added to the mill warehouse and a new addition has been built on the feed warehouse as reported in the last number of the JOURNAL. We have purchased the Cream of Rye trademark and organized a new \$100,000 corporation under the name of Cream of Rye Co. and production will continue in our plant. I am pres. and chairman of the board, James E. Mehan is vice-pres. and managing director, Geo. C. Anderson is treas. and production supt. and R. R. Bredt is sec'y.—A. B. Fruen, Fruen Milling Co.

Commercial Feed Service.

By L. Lord, of Early & Daniel Co., Before Grain Dealers Meeting at Circleville, O.

Diversified farming has made it necessary for grain dealers to diversify their activities and take on sidelines in order to stay in business. Not many of the grain elevators are receiving a large volume of one or two particular kinds of grain as they did a few years ago. Prior to the war very few found it necessary to handle anything but grain. During the war a great many additional elevators were built to accommodate the vast increase in the amount of grain raised for war purposes. These elevators have tried to stay in business. But with the profitable demand for their services gone, with farmers diversifying to include nearly all phases of the agricultural industry and raising less grain, it has become increasingly important for the grain elevator to take on sidelines if it is to continue a source of profit to its owner.

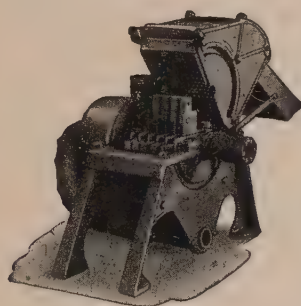
One of the most natural sidelines for a grain elevator is commercial feeds. In many territories these concentrated supplements are necessary to balance the corn and oats crops which the feeder uses in preparing his livestock for the market.

The mixed feeds industry started a number of years ago as a get-rich-quick endeavor on the part of some of the mills. It took an enormous initial amount of missionary effort to put it on the market, for at that time it was practically unknown to the consuming public. But it early set about developing reliable formulae and began to merit the confidence of the public.

One of the largest contributing factors to the success of the mixed feed industry has been the opposition of other agencies in contact with feeders and farmers. They put up a united front, forcing the mixed feed industry to be on its toes at all times, advancing the reasons for the things it did and offering proof of its justification. The fight between the mixed feed industry and its united opponents attracted wide attention and helped to bring about quicker general use of mixed feeds than would have been otherwise possible. It ended with the opponents, the teaching bodies, feed experimentalists, professors in agricultural schools, being converted.

Prof. Evvard of Ames, Ia., one of the greatest acknowledged authorities on feeding hogs this country can boast, maintained for many years that corn and tankage was the best feed obtainable for hogs and that he never expected to find a better one. Now he is out with a bulletin recommending a balanced feed, which he calls "Big Ten" and which is composed of animal and vegetable protein ingredients in common use by mixed feed manufacturers.

The mixed feed business is still in its infancy. Further developments are to be expected. In some circles it is thought that home mixing will develop to greater measure to the detriment of the mixed feed manufacturers. There is no question that feed can be mixed at home and mixed well, but experience has well proven that work done by specialists brings better results than is accomplished thru the efforts of the layman. Feed manufacturers are specialists.



AJACS Feed Grinders

are unexcelled for grain elevator or feed mill use. Remarkable capacities are being secured by users. Write for full details.

Distributors Wanted

Manufactured by

A. E. Jacobson Machine Works, Inc.

1084 Tenth Ave. S. E.

Minneapolis, Minn.

THE VALUE

OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

Established
1878

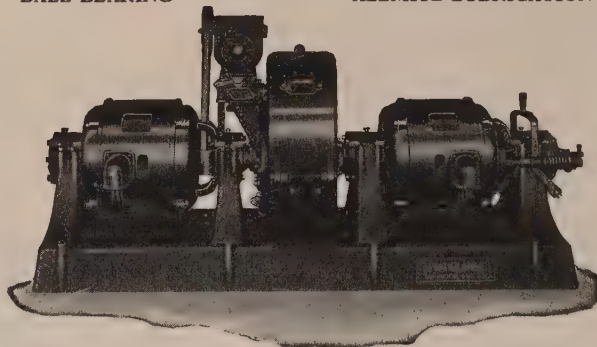
Bauer

Established
1878

ATTRITION MILLS

BALL BEARING

ALEMITE LUBRICATION



BELT AND MOTOR DRIVE

SEVEN SIZES

Interior easily accessible. Automatic quick release, pressure relief springs. Feeder is ball bearing, noiseless, has bronze gear with hardened steel worm. Suspended motor construction. Rotor and stator always centered. Ammeter with all Motor Mills. We also build the "Bauer" Hammer Mill.

Write for Catalog

The BAUER BROS. CO.
SPRINGFIELD - - - OHIO

Feed Grinder

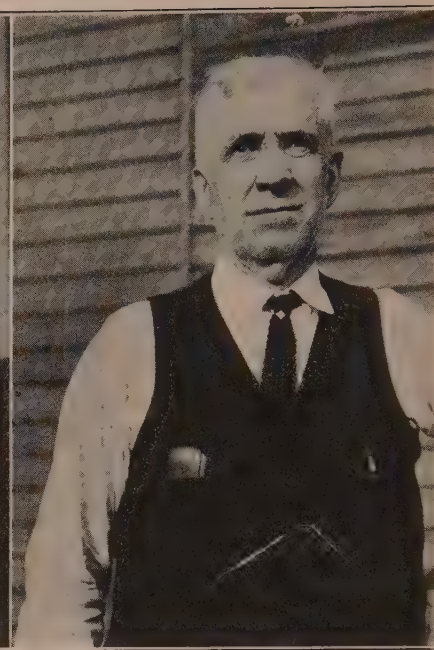
Molasses Mixing at Ames.

Seeing the possibilities in mixing molasses with ground grains for home consumption by dairy cattle and other livestock, J. M. Munsinger, the experienced manager of the Ames Grain & Coal Co., at Ames, Ia., had a molasses mixing process installed in the feed grinding unit of the company's properties for custom work. A two story annex was built on the 20x60 ft. warehouse and the machinery was installed and placed in operation last October. Since then it has been kept busy with custom mixing work, requiring the entire attention of two mill men.

The feed grinding unit of the business includes a 24-inch Munson attrition mill operated by two 25 h. p. motors. This delivers into a meal leg which carries the meal into a service bin or into the molasses mixer. The mixer is a Grundler, with capacity for handling about four tons an hour. It has two rotating agitators that mix the molasses with the meal and carry the mass forward to a bulk delivery chute where it drops into the patron's wagon. The molasses is heated by steam pipes and runs from a 100 gallon tank set on a 1,500 lb. Fairbanks scale so proportions can be exactly measured. It is delivered into the receiving end of the mixer over an inverted, fluted funnel so that it drips into the meal in multiple tiny streams, thus preventing lumpiness and balling. The mixer, the meal leg and the molasses pump are operated by a 7½ h. p. motor.

The storage tank for molasses has capacity for 9,600 gallons, which permits ordering the product in tank car lots. It is buried outside the house. Molasses is pumped from this tank to the small tank above the mixer for weighing and delivery into the meal.

The elevator buys power on a 6 cent rate for the first 100 kilowatts. The next 100 take 5 cents, the next 800, 4 cents, the next 1,000, 3 cents and all over 2,000 take 2 cents. A flat rate of 15 cents per 100 lbs. is made on all grinding. No charge is made for mixing molasses with the meal, this being included in the retail price of the molasses. Between 20 and 25 percent molasses by weight is mixed with the meal.



Henry Clauser, Head Feed Miller, and J. M. Munsinger, Manager, Ames Grain & Coal Co., Ames, Ia.

It was necessary to install a steam plant for heating the molasses. This is set at some distance from the unit and steam is carried thru asbestos insulated pipes to the mixer.

The farmers have found the sweet feed created with the use of the molasses is so palatable to livestock and so satisfactory for general feeding use with dairy cattle that they come many miles to get the sweet feed. The greatest evident testimony is their constant return for more.

The Ames Grain & Coal Co. does an extensive business in retailing and wholesaling of mineral mixtures and concentrate feed ingredients such as tankage, bone meal, meat scrap, oyster shell, charcoal and similar items. A mixing floor is provided so these may be mixed in with the patron's ground grain. A batch mixer will likely be installed in the not far distant future.

Incoming grain for grinding as well as sale is taken thru the 100,000 bu. elevator and an-

nex of the company. This has four legs, one of which is used to serve the mill thru a long metal spout to the feed unit. Included in the elevator machinery is a corn sheller, a cleaner and a crusher. Thus ear corn can be handled as well as other grains for grinding into feeds.

New Trade Marks for Feedstuffs.

Philip R. Park, Naval Station, San Pedro, Calif., filed trademark Ser. Nos. 269,250-1, the letters, "MANAMAR," particularly descriptive of stock and poultry feeds.

La Fayette Roller Mills, La Fayette, Ga., filed trademark Ser. No. 269,029, the words "GEORGIA BELLE," particularly descriptive of dairy rations, poultry and stock feed.

The Corno Mills Co., E. St. Louis, Ill., filed trademark Ser. No. 267,633, the word "CORNO," within a circle, particularly descriptive of horse, poultry, mash, dairy, hog and stock feeds. Claims use since 1904.

Arkadelphia Milling Co., Arkadelphia, Ark., filed trademark Ser. No. 269,441, the words "CLOVER BLOSSOM," the illustration including two sprays of clover and a four-leaf clover, particularly descriptive of horse, dairy, stock and poultry feeds.

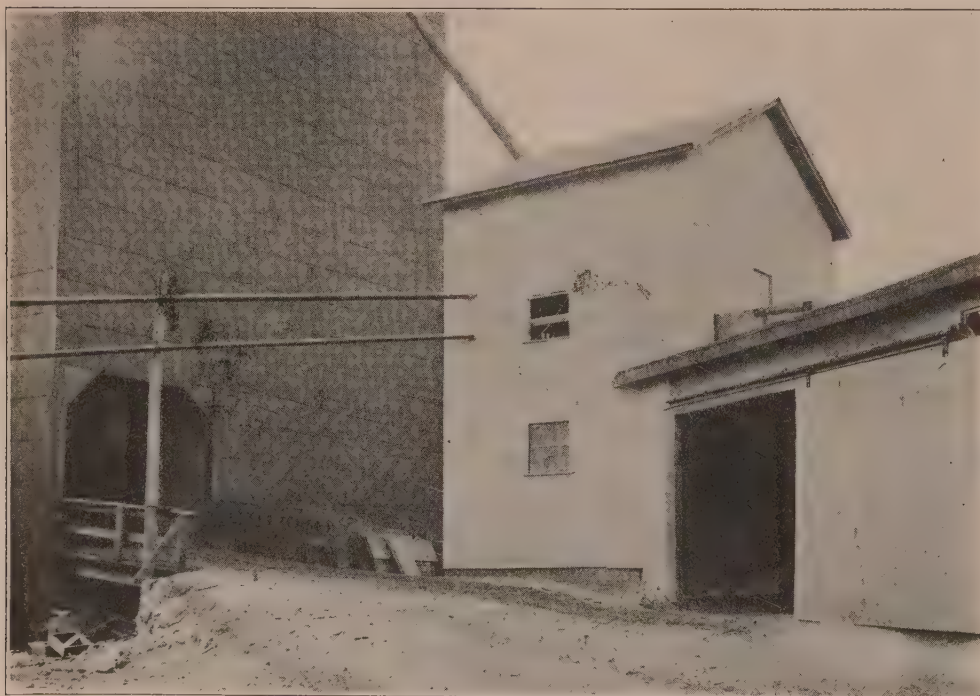
Barley should be more widely used as a stock feed, not only on account of its high yield per acre but also because of its nutritive value, says the United States Department of Agriculture.

Barley fed whole is too coarse for best results, and if fed too finely ground is pasty and unpalatable. The best way of preparing it for livestock is to have it coarse ground or rolled, the latter way of preparation being common in the West.

Exports of Feeds.

Exports of feeds of domestic origin during July, 1928, compared with July, 1927, and for the seven months ending with July, are reported by the Bureau of Foreign and Domestic Commerce, as follows:

	July 1928	July 1927	7 mos. ended July 1928	7 mos. ended July 1927
Hay	999	1,001	9,560	7,617
Cottonseed cake	1	19,883	81,992	153,520
Linseed cake	23,067	26,008	159,148	190,681
Other oil cake	71	716	8,277	7,827
Cottonseed meal	562	3,286	24,792	84,650
Linseed meal	620	121	4,797	4,430
Other oil meal	1,101	3,769	14,648	32,456
Prepared and mxd. feeds	3,580	3,457	22,029	19,515
Other feeds, including screenings				



Feed Grinding Addition on Warehouse of Ames Grain & Coal Co., Ames, Ia. Attrition Mill and Molasses Mixer Are Located Here.



How feed dealers stand on the question of "label value"

"Does listing of any particular ingredient such as Linseed Meal on the label give farmers more confidence in the mixture?"

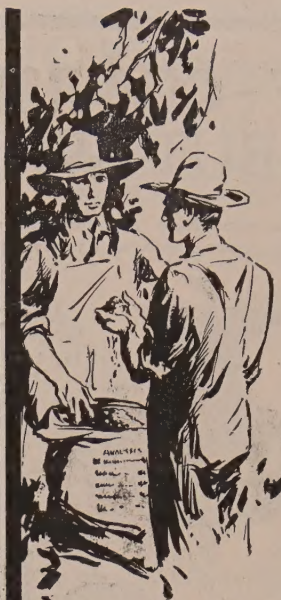
Yes 73%
No 27%

"Do you call attention to this?"

Yes 64%
No 36%

—and the "Yesses" were the successful, prosperous dealers!

(original material on file and available to interested manufacturers or dealers)



Secrets of Success in Selling Mixed Feeds

Nation-wide Survey of Feed Trade Reveals "Label Value" of Linseed Meal

The widespread use of ready-mixed feeds in certain parts of the United States has created many new selling problems for the feed dealer. Now interviews with representative dealers, recently conducted under the auspices of a trade magazine, have explained why some dealers are more successful than others in meeting the new conditions.

One fact stands out: The most prosperous dealers are those who place greatest emphasis on what goes into the feed. They do not treat "16% Dairy Feed" or "20% Dairy Feed" as a staple commodity like wheat bran or

red-dog flour. They realize that farmers know better. A majority of over 2 to 1 say that farmers have more confidence in a feed when they see such materials as Linseed Meal listed on the label.

Linseed Meal advertising goes to over 5½ million farm homes every month. Beginning in September, this advertising will tell the farmer to "Look on the label for

Linseed Meal." You can profit by following the example of the dealers in this survey—a big majority, including nearly all the successful ones—who call attention to Linseed Meal on the label of mixed feeds. Also be sure to read the new booklet on, Feeding Management. It's full of talking points.

To batch mixers: The new Linseed Meal Campaign includes tested formulas for you. Ask about them.

LINSEED MEAL EDUCATIONAL COMMITTEE
DEPARTMENT 89, FINE ARTS BUILDING
MILWAUKEE, WISCONSIN

Linseed
The Universal Protein Feed
MEAL

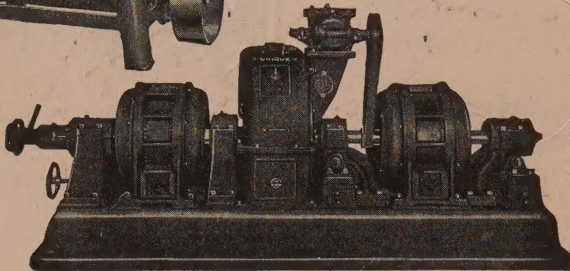
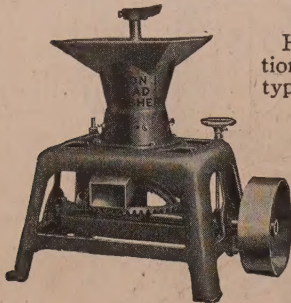


OF COURSE YOU HANDLE FEEDSTUFFS! BUT WHAT PROFIT DO YOU MAKE?

We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.

FEED GRINDERS

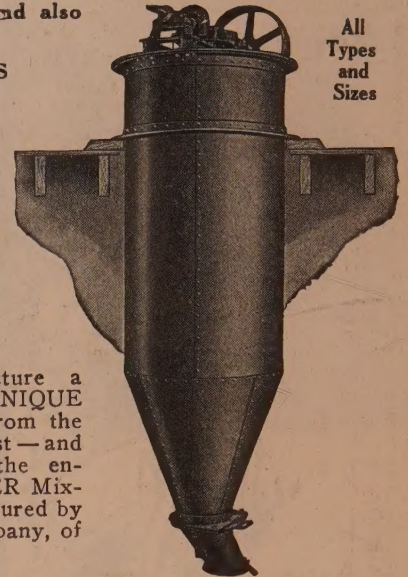
Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces MORE and BETTER grinding CHEAPER.



FEED MIXERS

The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small — the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and recently took over the entire Line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.



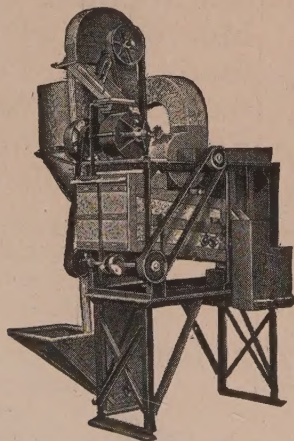
All
Types
and
Sizes

Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

ROBINSON MFG. CO., 42 ROBINSON BUILDING, MUNCY, PA.
CHICAGO OFFICE—222 W. ADAMS ST.

HAINES CONCENTRATED DISC MILL

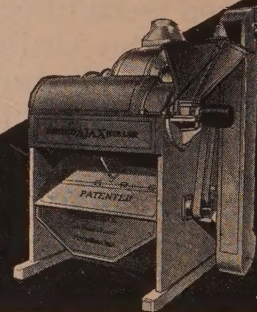
A grinding machine, a cutting machine, a grader and an aspirator combined in one.
Compact—efficient—inexpensive.



Write for Bulletin G-10

THE GRAIN MACHINERY COMPANY
MARION - OHIO
ADDITIONAL SALES REPRESENTATIVES WANTED

Hulls Farm Run Green Oats



THE ROSCO AJAX HULLER

Produce your own oat groats in your own plant. The profits are big — satisfaction guaranteed.

The Rosco Ajax is a complete unit for high grade work. Produces from 1350-1500 pounds of groats per hour. Yields 60-75% oat groats, depending on weight of oats. Requires only 7½ H. P. and floor space six feet square. Low operating cost. Simple to run.

Get the facts about this marvelous machine and the profit possibilities. It is possible for you to test the Rosco Ajax in your own plant—with your own grain—operated by yourself—for thirty days. Write for complete details.

ROSCO HULLER CO., Inc. Dept. 402
Fort Dodge, Iowa

GRUENDLER

for Custom Grinding and Mixing

We furnish complete equipment and plans for feed grinding and mixing plants.

The Gruendler Positive Mixer does its job rapidly and thoroughly. Mixing can be done either dry or with molasses—no other mixer being required.

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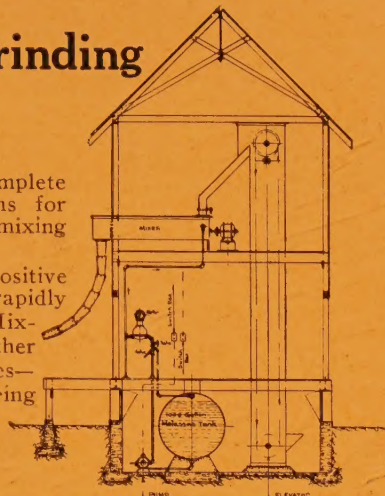
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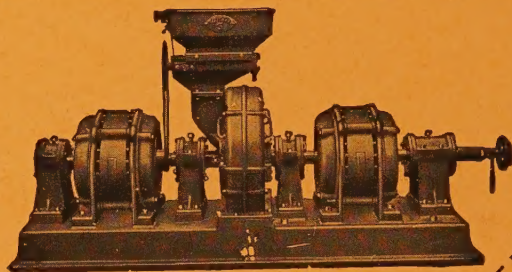
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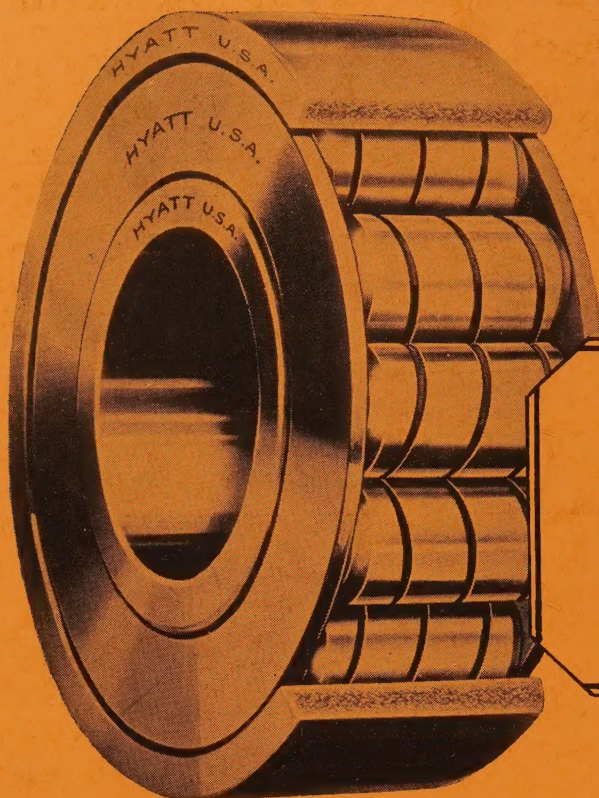
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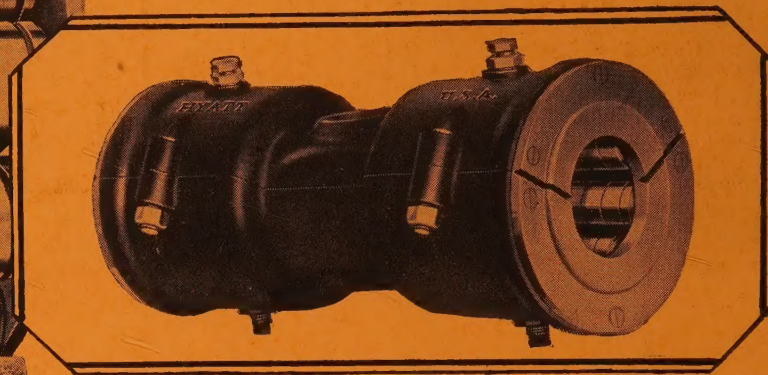
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